



## **February 2016 OTAB Report Sales Report March 22, 2016**

### **February 2016 Leads:**

- 13 total leads requiring sleeping rooms (DOWN 1 leads compared to 2015)
- 3,880 total room nights sent via leads (DOWN 363 room night compared to 2015)
- 20 total SFCCC space only leads without sleeping rooms (DOWN 3 SFCCC leads from 2015)

### **February 2016 Confirmed Leads:**

- 15 Definite Booking (UP 10 Confirmed booking to 2015)
- 5,419 Definite Room Nights (UP 1,709 room night over 2015)
- 18 Definite SFCCC space only leads (DOWN 4 SFCCC bookings from 2015)

### **February 2015 Leads:**

- 14 total leads requiring sleeping rooms
- 4,243 total room nights sent via leads
- 23 total SFCCC space only leads without sleeping rooms

### **February 2015 Confirmed Leads:**

- 5 Definite Booking
  - 3,710 Definite Room Nights
  - 22 Definite Groups without sleeping rooms
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### **2016 Leads:**

- 34 total leads requiring sleeping rooms (Up 7 leads compared to STLY 2015)
- 12,217 total room nights sent via leads (DOWN 1,199 room night compared to STLY 2015)
- 23 total SFCCC space only leads without sleeping rooms (Down 28 SFCCC leads STLY 2015)

### **2016 Definite:**

- 25 Definite Booking (Up 13 Confirmed booking to STLY 2015)
- 7,372 Definite Room Nights (UP 1,709 room night over STLY 2015)
- 41 Definite SFCCC space only leads (UP 9 SFCCC bookings STLY 2015)

### **2015 Leads:**

- 27 total leads requiring sleeping rooms
- 13,416 total room nights sent via leads
- 51 total SFCCC space only leads without sleeping rooms

### **2015 Definite:**

- 12 Definite Booking
- 5,663 Definite Room Nights
- 32 Definite SFCCC space only leads

### **Tradeshow updates:**

**February 8, 2016** | Luxury Meeting Summit, Oklahoma City, OK

- Kim Harmon attended on behalf of the City, no hotel partners are attending.
  - 3 strong leads were generated from the event.

**February 9-12, 2016** | Luxury Meeting Summit, Dallas, Houston, Austin and San Antonio

- April Gallegos attended on behalf of the City, the La Fonda hotel joined.
  - 3 strong leads were generated.
  - Meet with over 150 planners over the 4 days of meetings.

**March 8-9, 2016** | ConferenceDirect, San Antonio, TX

- David Carr will be attended on behalf of the City, no hotel partners are attending.
  - Meet with 25 planners on the tradeshow floor
  - 1 lead so far
  - 1 group will be sourced to us in the next 2 months for 2<sup>nd</sup> quarter 2017
  - Past client is planning a visit in September (Hosts 3-6 meeting per year in the Southwest)

**March 17-18, 2016** | Meetings Industry Council (MIC), Denver, CO

- Kim Harmon will be attending on behalf of the City, the Drury Plaza, Eldorado Hotel & Spa and Inn & Spa at Loretto will be joining.
- This is a one day tradeshow and we anticipate 40-50 prospective clients to come by the booth.

**April 28, 2016** | Springtime in the Park, Washington, D.C.

- Joellyn Baca will be attending on behalf of the City, the Drury Plaza Hotel and Eldorado Hotel & Spa will be joining.
- This is a one day tradeshow and we anticipate 50 prospective clients to come by the booth

**April 27-29, 2016** | Connect Caifornia, Irvine, CA

- April Gallegos will be attending on behalf of the City.
- This is a reverse tradeshow and we anticipate 25 appointments with meeting planners.

### **Pace Report**

### **FAM**

### **PROMOTION**

# TOURISM

## SANTA FE


Prepared On: 03/17/2016  
Prepared By: David A. Carr

### Leads By User

For Confirmed Status from Jan 1, 2015 to Feb 28, 2015

Camilla Mandler (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Carnegie Learning</b>					
<a href="#">Math Leadership Summit</a> [3178]	03/18/2015	01/13/2015	85	0	0
<b>Plumbing-Heating-Cooling Contractors Association</b>					
<a href="#">Construction Contractors' Alliance Winter Meeting</a> [3113]	02/24/2015	01/12/2015	40	60	19,500
<b>Total for Manager</b>			<b>125</b>	<b>60</b>	<b>19,500</b>
<b>David A. Carr (10)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Center for Action and Contemplation</b>					
<a href="#">CAC -The Next 25</a> [753]	10/28/2012	11/02/2011 X	0	0	0
<b>Dual Language of New Mexico</b>					
<a href="#">La Cosecha 2016</a> [2006]	11/08/2016	02/10/2015	2,600	2,800	910,000
<b>Los Alamos National Laboratory</b>					
<a href="#">Compensation Managers Meeting</a> [3156]	05/03/2015	01/30/2015	35	105	34,125
<a href="#">E1039/E906 Collaborative Meeting</a> [3116]	02/10/2015	11/19/2014 X	0	90	29,250
<b>Melissa G. Rael &amp; Associates</b>					
<a href="#">Boys at Risk: Indicators from Early Childhood</a> [3185]	11/05/2015	01/30/2015	300	210	68,250
<b>Migration 2015</b>					
<a href="#">Migration Conference 2015</a> [1055]	09/12/2015	02/09/2014 X	0	0	0
<b>National Math Association/Imagine Education</b>					
<a href="#">2015 MidSchool Math National Conference-Stop The Drop</a> [2728]	02/25/2015	10/31/2014 X	0	291	94,575
<b>New Mexico Consortium</b>					
<a href="#">20 Years of Quantum Dots at Los Alamos</a> [2901]	04/12/2015	02/04/2015	170	430	139,750
<b>New Mexico Hospitality Association</b>					
<a href="#">2015 Governor's Conference on Tourism</a> [2755]	04/27/2015	02/06/2015	-103	0	0
<a href="#">2015 Governor's Conference on Tourism</a> [2755]	04/27/2015	02/06/2015	353	550	178,750
<b>New Mexico School Board</b>					
<a href="#">New Mexico School Board Association Annual Meeting</a> [2973]	02/18/2015	02/04/2015	350	260	0
<b>Total for Manager</b>			<b>3,705</b>	<b>4,736</b>	<b>1,454,700</b>
<b>Kim Harmon (8)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>90th Birthday Celebration _ Jennifer Prather</b>					
<a href="#">90th Birthday Celebration</a> [3145]	03/20/2015	01/08/2015	80	30	2,000
<b>American Academy of Pediatrics</b>					
<a href="#">American Academy of Pediatrics 2015</a> [561]	04/23/2015	11/19/2013 X	0	0	0
<b>American Institute of Medical Education</b>					
<a href="#">Creativity and Madness Winter 2016</a> [3131]	02/10/2016	01/24/2015	200	480	156,000
<b>International Mountain Bicycling Association</b>					
<a href="#">2012 IMBA World Summit</a> [1569]	10/07/2012	11/01/2011 X	0	0	0
<b>Large Urology Group Practice Association (LUGPA)</b>					
<a href="#">LUGPA 2015 August Strategic Meeting</a> [3148]	08/19/2015	01/12/2015	0	43	13,975
<b>Motor Maids</b>					
<a href="#">Motor Maids Conference 2016</a> [3190]	07/02/2016	01/27/2015	300	695	225,875
<b>Santa Fe Trail Association</b>					
<a href="#">Santa Fe Trail Association 2015 Annual Meeting</a> [1403]	09/17/2015	05/14/2013 X	0	330	107,250
<b>South West Transit Association</b>					
<a href="#">SWTA Annual Conference &amp; EXPO</a> [2740]	03/01/2015	09/22/2014 X	0	0	0
<b>Total for Manager</b>			<b>580</b>	<b>1,578</b>	<b>505,100</b>

<b>Camilla Mandler (2)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Melanie Moore (19)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission - Grant Panel</a> [3224]	04/29/2015	02/10/2015	30	0	0
<a href="#">Arts Commission Strategic Organization Gathering</a> [3244]	03/05/2015	02/20/2015	70	0	0
<a href="#">Arts Commission Strategic Organization Gathering</a> [3244]	03/05/2015	02/20/2015	5	0	0
<a href="#">Arts Commission/ Workshop for RFQs</a> [3177]	01/26/2015	01/06/2015	40	0	0
<b>Ben Rountree</b>					
<a href="#">7th Grader Film Project - Ben Rountree</a> [3222]	02/13/2015	02/12/2015	7	0	70
<b>Christus St Vincent Regional Medical Center</b>					
<a href="#">Christus Holiday Party 2015</a> [3173]	12/17/2015	02/12/2015	1,200	0	78,000
<b>City Attorney's Office / City of Santa Fe</b>					
<a href="#">Arbitration Hearing</a> [3195]	04/13/2015	02/02/2015	12	0	0
<b>Fire Department / City of Santa Fe</b>					
<a href="#">Christus / Fire Department Family Fun Festival 2015</a> [3135]	08/07/2015	02/12/2015	2,500	0	0
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/16/2015	12	0	0
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/16/2015	-20	0	0
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/16/2015	200	0	0
<b>Human Resources / City of Santa Fe</b>					
<a href="#">Union Negotiations</a> [3219]	02/04/2015	02/04/2015	8	0	0
<a href="#">Union Negotiations</a> [3221]	02/11/2015	02/05/2015	8	0	0
<b>ITT / City of Santa Fe</b>					
<a href="#">ITT Process Improvement Training</a> [3216]	02/09/2015	02/02/2015	15	0	0
<b>Keep Santa Fe Beautiful</b>					
<a href="#">Recycle Santa Fe Art Festival 2015</a> [2636]	11/20/2015	01/21/2015	4,000	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">State Of The City Address 2015</a> [3143]	02/03/2015	01/05/2015	0	0	0
<a href="#">State Of The City Address 2015</a> [3143]	02/03/2015	01/05/2015	0	0	0
<a href="#">State Of The City Address 2015</a> [3143]	02/04/2015	01/05/2015	200	0	0
<b>Police Department / City of Santa Fe</b>					
<a href="#">SFPD Promotional Assessments</a> [3231]	03/23/2015	02/18/2015	15	0	0
<b>Public Works / City of Santa Fe</b>					
<a href="#">ENN E. Alameda Improvements pt. 1</a> [3237]	03/09/2015	02/17/2015	50	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">Celebrate Santa Fe Tourism - Expo 2015</a> [3020]	04/30/2015	08/22/2014	0	0	0
<a href="#">Marketing/Advertising RFP</a> [3204]	02/05/2015	01/26/2015	12	0	0
<a href="#">SantaFe.org Training Part 1</a> [3226]	02/23/2015	02/10/2015	20	0	0
<a href="#">SantaFe.org Training Part 2</a> [3227]	03/09/2015	02/10/2015	-8	0	0
<a href="#">SantaFe.org Training Part 2</a> [3227]	03/09/2015	02/10/2015	20	0	0
<b>Total for Manager</b>			<b>8,396</b>	<b>0</b>	<b>78,070</b>
<b>Rosalina Grace (15)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Association of Commerce and Industry</b>					
<a href="#">Association of Commerce &amp; Industry Breakfast 2015</a> [2895]	02/03/2015	01/09/2015	100	0	2,500
<b>Carmela Aldeis</b>					
<a href="#">Aldeis Retirement Reception</a> [3205]	03/07/2015	02/13/2015	0	0	0
<b>Donna Ruddy</b>					
<a href="#">Ruddy &amp; Franco Wedding Reception</a> [3249]	10/03/2015	02/25/2015	300	0	7,500
<b>Hotel Santa Fe</b>					
<a href="#">Christus St. Vincent</a> [3183]	01/15/2015	01/09/2015	150	0	3,750
<b>Isaac Pino</b>					
<a href="#">Pino Graduation Party</a> [3138]	06/06/2015	01/21/2015	0	0	0
<b>La Sociedad Folklorica de Nuevo Mexico</b>					
<a href="#">Baile de los Cascarones 2018</a> [3230]	04/27/2019	02/11/2015	400	0	0
<b>Los Alamos Women In Science</b>					
<a href="#">LAWIS/EYH 2015</a> [2872]	03/06/2015	01/26/2015	250	0	0
<b>New Mexico Department of Indian Affairs</b>					
<a href="#">Indian Day at the Round House Banquet</a> [2994]	02/05/2015	12/05/2014	0	0	0
<b>Representative Brain Egoff</b>					
<a href="#">Town Hall Meeting</a> [3247]	02/21/2015	02/25/2015	100	0	1,000
<b>Rivera Family Funerals &amp; Cremations</b>					
<a href="#">Charlie Maxwell Funeral Services</a> [3243]	02/22/2015	02/19/2015	500	0	0

<b>Camilla Mandler (2)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Santa Fe Community Orchestra</b>					
<a href="#">SF Community Orchestra Concert &amp; Dance Gala 2015</a> [425]	02/14/2015	01/13/2015	500	0	0
<b>State of New Mexico</b>					
<a href="#">Children Youth &amp; Family Dept</a> [3210]	02/23/2015	02/10/2015	400	0	0
<b>The Cancer Foundation For New Mexico</b>					
<a href="#">10th Annual Sweetheart Auction</a> [833]	02/06/2015	04/24/2014 	0	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">Tourism / TravelClick Meeting</a> [3188]	02/03/2015	01/14/2015	0	0	0
<a href="#">Tourism / TravelClick Meeting</a> [3188]	02/03/2015	01/14/2015	25	0	0
<b>Wendy Katzman Wedding</b>					
<a href="#">Wendy Katzman Wedding</a> [3078]	10/11/2015	02/18/2015	100	0	6,500
<b>Total for Manager</b>			<b>2,825</b>	<b>0</b>	<b>21,250</b>
<b>Grand Total(54)</b>			<b>15,631</b>	<b>6,374</b>	<b>2,078,620</b>

# TOURISM

## SANTA FE

Prepared On: 03/17/2016  
Prepared By: David A. Carr

### Leads By User

For Lead Status from Jan 1, 2015 to Feb 28, 2015

Camilla Mandler (4)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>Association for Performing Arts &amp; Entertainment Professionals</b>					
<a href="#">Theatre Designers &amp; Technicians Education Program</a> [3191]	08/16/2015	01/15/2015	55	270	87,750
<b>Carnegie Learning</b>					
<a href="#">Math Leadership Summit</a> [3178]	03/18/2015	01/07/2015	85	160	52,000
<b>Rug Hooking Organization</b>					
<a href="#">Rug Hooking Workshop</a> [3196]	04/24/2016	01/21/2015	70	175	56,875
<b>The International Council of Shopping Centers</b>					
<a href="#">Law Conference 2017</a> [3182]	10/24/2017	01/09/2015	1,700	3,150	1,023,750
<b>Total for Manager</b>			<b>1,910</b>	<b>3,755</b>	<b>1,220,375</b>

David A. Carr (16)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>AECOM Technology Corporation</b>					
<a href="#">AECOM - HPT Leadership Planning</a> [3218]	03/10/2015	02/03/2015	40	34	11,050
<b>Economic Development / City of Santa Fe</b>					
<a href="#">Model United Nations</a> [3236]	11/02/2015	02/17/2015	500	500	162,500
<b>Flow Science, Inc.</b>					
<a href="#">2015 International Associates Meeting</a> [3233]	10/12/2015	02/13/2015	50	45	14,625
<b>Heartland Financial</b>					
<a href="#">Heartland Retail Conference</a> [3217]	04/20/2015	02/03/2015	0	75	24,375
<b>HelmsBriscoe - Central</b>					
<a href="#">Siblings Reunion</a> [3184]	08/06/2015	01/13/2015	22	46	1,430
<b>Hope Lutheran Church</b>					
<a href="#">Couple's Retreat</a> [3208]	07/17/2015	01/26/2015	40	40	13,000
<b>Institute of Electrical and Electronics Engineers</b>					
<a href="#">IEEE LTSW 2016</a> [3239]	02/07/2016	02/17/2015	0	180	58,500
<b>Krell Institute</b>					
<a href="#">Board Meeting</a> [3235]	03/02/2016	02/17/2015	0	32	10,400
<b>Land Trust Alliance</b>					
<a href="#">Land Trust Alliance Annual Meeting</a> [3211]	04/28/2015	01/28/2015	50	100	32,500
<b>Los Alamos National Laboratory</b>					
<a href="#">INFO 2015</a> [3238]	07/12/2015	02/17/2015	40	150	48,750
<b>Lubbock Chamber of Commerce</b>					
<a href="#">Board Retreat</a> [3248]	07/30/2015	02/25/2015	0	-5	-1,625
<a href="#">Board Retreat</a> [3248]	07/30/2015	02/25/2015	25	60	19,500
<b>Melissa G. Rael &amp; Associates</b>					
<a href="#">Boys at Risk: Indicators from Early Childhood</a> [3185]	11/05/2015	01/30/2015	0	0	0
<a href="#">Boys at Risk: Indicators from Early Childhood</a> [3185]	11/05/2015	01/30/2015	300	210	68,250
<b>New Mexico School Board</b>					
<a href="#">New Mexico School Board Association Annual Meeting</a> [2973]	02/18/2015	08/05/2014	0	-60	0
<b>Sandia National Laboratory</b>					
<a href="#">Sandia Labs Shale Science Conference Workshop</a> [3213]	06/08/2015	01/29/2015	0	0	0
<a href="#">Sandia Labs Shale Science Conference Workshop</a> [3213]	05/12/2015	01/29/2015	50	45	14,625
<b>Southwest Airlines</b>					
<a href="#">Claims Review Meeting</a> [3228]	04/13/2015	02/12/2015	15	45	14,625
<b>Western Association of Veterans Education Specialists (WAVES)</b>					
<a href="#">Western Association of Veterans Education Specialists Annual Conference</a> [3229]	07/22/2016	02/10/2015	0	2,476	804,700
<b>Total for Manager</b>			<b>1,132</b>	<b>3,973</b>	<b>1,297,205</b>

Kim Harmon (8)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
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<b>Camilla Mandler (4)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>American Bar Association</b>					
<a href="#">2017 RPTE Fall Leadership Meeting</a> [3245]	10/04/2017	02/24/2015	200	573	186,225
<a href="#">ABA Journal's September Board of Editors Meeting</a> [3186]	09/24/2015	01/13/2015	25	60	19,500
<b>IBM Corporation</b>					
<a href="#">ASAP University 2016</a> [3179]	04/15/2016	01/06/2015	110	540	175,500
<b>Interstate Technology &amp; Regulatory Council (ITRC)</b>					
<a href="#">ITRC Annual Kick Off Meeting 2016</a> [3242]	02/01/2016	02/19/2015	25	70	22,750
<b>Motor Maids</b>					
<a href="#">Motor Maids Conference 2016</a> [3190]	07/02/2016	01/15/2015	300	695	225,875
<b>Surveillance Systems Integration (SSI)</b>					
<a href="#">SSI Tech Show</a> [3215]	08/05/2015	01/30/2015	0	10	0
<b>The Meteoritical Society</b>					
<a href="#">Meteoritical Society Annual Conference 2017</a> [3079]	07/22/2017	02/19/2015	600	3,600	1,170,000
<b>The Wells Group of Durango, Inc.</b>					
<a href="#">The Wells Group of Durango, Inc. Broker Retreat</a> [3206]	10/23/2015	01/26/2015	80	80	26,000
<b>Total for Manager</b>			<b>1,340</b>	<b>5,628</b>	<b>1,825,850</b>
<b>Melanie Moore (2)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission/ Workshop for RFQs</a> [3177]	01/29/2015	01/06/2015	40	0	0
<b>The Cancer Foundation For New Mexico</b>					
<a href="#">11th Annual Sweetheart Auction</a> [3005]	02/26/2016	08/19/2014	0	0	0
<b>Total for Manager</b>			<b>40</b>	<b>0</b>	<b>0</b>
<b>Randy Randall (1)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Great Race</b>					
<a href="#">Great Race</a> [3240]	06/23/2015	02/18/2015	400	0	26,000
<b>Total for Manager</b>			<b>400</b>	<b>0</b>	<b>26,000</b>
<b>Rosalina Grace (35)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Association of Commerce and Industry</b>					
<a href="#">Association of Commerce &amp; Industry Breakfast 2015</a> [2895]	02/03/2015	01/09/2015	100	0	2,500
<b>Big Brothers Big Sisters Mountain Region</b>					
<a href="#">Little Gala for a Big Cause</a> [3193]	09/28/2016	01/20/2015	500	0	0
<a href="#">Little Gala for a Big Cause 2015</a> [3207]	10/08/2015	01/26/2015	500	0	0
<b>Carmela Aldeis</b>					
<a href="#">Aldeis Retirement Reception</a> [3205]	03/07/2015	01/26/2015	0	0	0
<b>Christus St Vincent Regional Medical Center</b>					
<a href="#">Christus</a> [3181]	01/15/2015	01/08/2015	1,200	0	78,000
<b>Donna Ruddy</b>					
<a href="#">Ruddy &amp; Franco Wedding Reception</a> [3249]	10/03/2015	02/25/2015	300	0	7,500
<b>Hilton of Santa Fe</b>					
<a href="#">Hilton /Martinez Wedding Reception</a> [3192]	10/17/2015	01/20/2015	0	0	0
<a href="#">Hilton /Martinez Wedding Reception</a> [3192]	10/03/2015	01/20/2015	0	0	640
<a href="#">Hilton /Martinez Wedding Reception</a> [3192]	10/03/2015	01/20/2015	16	0	400
<b>Hotel Santa Fe</b>					
<a href="#">Christus St. Vincent</a> [3183]	01/15/2015	01/09/2015	150	0	3,750
<b>John Rael</b>					
<a href="#">Rael Wedding Reception</a> [3202]	04/23/2016	01/23/2015	0	0	0
<a href="#">Rael Wedding Reception</a> [3202]	06/11/2016	01/23/2015	0	0	0
<b>Kitchen Angels</b>					
<a href="#">Kitchen Angels Collectable Box Auction 2015</a> [2871]	10/02/2015	05/30/2014	350	0	8,750
<a href="#">Kitchen Angels Collectable Box Auction 2015</a> [2871]	10/16/2015	05/30/2014	0	0	0
<a href="#">Kitchen Angels Collectable Box Auction 2015</a> [2871]	11/14/2015	05/30/2014	0	0	0
<b>La Sociedad Folklorica de Nuevo Mexico</b>					
<a href="#">Balle de los Cascarones 2018</a> [3230]	04/27/2019	02/11/2015	400	0	0
<b>M &amp; J Boutique</b>					
<a href="#">Wedding Reception Tania &amp; Jose Tania Tavaréz</a> [3199]	09/04/2015	01/23/2015	350	0	22,750

Camilla Mandler (4)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor's Ball 2016</a> [3176]	10/22/2016	11/09/2015	400	0	26,000
<a href="#">Mayor's Ball 2017</a> [3180]	10/21/2017	01/06/2015	400	0	26,000
<a href="#">Mayor's Senior Volunteer Recognition Celebration 2015</a> [2342]	05/05/2015	01/30/2015	400	0	26,000
<b>Molly Fields</b>					
<a href="#">Fields &amp; Martinez Wedding Reception</a> [3069]	04/23/2016	02/17/2015	0	0	0
<a href="#">Fields &amp; Martinez Wedding Reception</a> [3069]	04/16/2016	02/17/2015	0	0	0
<b>New Mexico Department of Indian Affairs</b>					
<a href="#">Indian Day at the Round House Banquet</a> [3201]	02/02/2017	01/23/2015	300	0	19,500
<b>New Mexico School for the Arts</b>					
<a href="#">NM School for the Arts Graduation 2015</a> [2927]	06/01/2015	02/19/2015	600	0	15,000
<b>Representative Brain Ego</b>					
<a href="#">Town Hall Meeting</a> [3247]	02/21/2015	02/25/2015	100	0	1,000
<b>Rivera Family Funerals &amp; Cremations</b>					
<a href="#">Charlie Maxwell Funeral Services</a> [3243]	02/22/2015	02/19/2015	500	0	0
<b>Santa Fe Association of Realtors</b>					
<a href="#">Summer Social</a> [3200]	06/05/2015	01/23/2015	250	0	6,250
<a href="#">Task Force Meeting on Affordable Housing</a> [3174]	12/03/2015	01/22/2015	250	0	2,500
<b>Santa Fe Public Schools</b>					
<a href="#">Capital High School Prom 2015</a> [880]	05/01/2015	01/26/2015	400	0	0
<a href="#">Parent Academy Winter Class Banquet</a> [3212]	02/03/2015	01/29/2015	0	0	0
<a href="#">Santa Fe Public Schools Volunteer Banquet 2015</a> [3189]	04/17/2015	01/15/2015	500	0	32,500
<b>Spanish Colonial Arts Society</b>					
<a href="#">2015 Judging and Preview for Spanish Market</a> [571]	07/21/2015	01/21/2015	1,000	0	65,000
<b>St. Elizabeth Shelter</b>					
<a href="#">St Elizabeth Shelter Gala</a> [3175]	10/15/2016	01/05/2015	400	0	26,000
<b>State of New Mexico</b>					
<a href="#">Children Youth &amp; Family Dept</a> [3210]	02/23/2015	01/27/2015	400	0	0
<b>Stein &amp; Brockmann</b>					
<a href="#">Deposition</a> [3250]	03/11/2015	02/27/2015	20	0	200
<b>The Food Depot</b>					
<a href="#">Souper Bowl 2016</a> [2715]	01/30/2016	02/20/2015	1,000	0	25,000
<b>Tierra Encantada Charter School @ Alvord</b>					
<a href="#">Tierra Encantada Charter School Graduation 2015</a> [3209]	05/15/2015	01/27/2015	200	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">Randy Randall/SF Lodgers Association Luncheon</a> [3197]	04/08/2015	01/22/2015	30	0	0
<a href="#">Tourism / TravelClick Meeting</a> [3188]	02/03/2015	01/14/2015	25	0	0
<b>United States District Court</b>					
<a href="#">Naturalization Swearing-In Ceremony 2015</a> [3198]	09/03/2015	01/22/2015	500	0	12,500
<b>Wendy Katzman Wedding</b>					
<a href="#">Wendy Katzman Wedding</a> [3078]	10/11/2015	01/28/2015	100	0	6,500
<b>Total for Manager</b>			<b>11,641</b>	<b>0</b>	<b>414,240</b>
<b>Grand Total(66)</b>			<b>16,463</b>	<b>13,356</b>	<b>4,783,670</b>





Prepared On: 03/17/2016  
Prepared By: David A. Carr

## Leads By User

For Tentative Status from Jan 1, 2015 to Feb 28, 2015

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Camilla Mandler (5)</b>					
<b>Association for Performing Arts &amp; Entertainment Professionals</b>					
<a href="#">Theatre Designers &amp; Technicians Education Program</a> [3191]	08/16/2015	01/15/2015	55	0	87,750
<b>Bankers on Line</b>					
<a href="#">Top Gun Program 2015</a> [3194]	03/09/2015	01/20/2015	0	0	0
<b>Carnegie Learning</b>					
<a href="#">Math Leadership Summit</a> [3178]	03/18/2015	01/06/2015	85	0	0
<b>Rug Hooking Organization</b>					
<a href="#">Rug Hooking Workshop</a> [3196]	04/24/2016	01/21/2015	70	175	56,875
<b>The International Council of Shopping Centers</b>					
<a href="#">Law Conference 2017</a> [3182]	10/24/2017	01/09/2015	1,700	0	1,023,750
<b>Total for Manager</b>			<b>1,910</b>	<b>175</b>	<b>1,168,375</b>
<b>David A. Carr (9)</b>					
<b>AECOM Technology Corporation</b>					
<a href="#">AECOM - HPT Leadership Planning</a> [3218]	03/10/2015	02/03/2015	40	124	40,300
<b>Heartland Financial</b>					
<a href="#">Heartland Retail Conference</a> [3217]	05/26/2015	02/03/2015	30	0	0
<b>Krell Institute</b>					
<a href="#">Board Meeting</a> [3235]	03/02/2016	02/17/2015	0	0	10,400
<b>Land Trust Alliance</b>					
<a href="#">Land Trust Alliance Annual Meeting</a> [3211]	04/28/2015	01/28/2015	50	100	32,500
<b>Lubbock Chamber of Commerce</b>					
<a href="#">Board Retreat</a> [3248]	07/30/2015	02/25/2015	25	61	19,825
<b>National Math Association/Imagine Education</b>					
<a href="#">Midschool Math 2016</a> [3187]	02/16/2016	01/14/2015	500	505	164,125
<b>Sandia National Laboratory</b>					
<a href="#">Sandia Labs Shale Science Conference Workshop</a> [3213]	06/08/2015	01/29/2015	50	120	39,000
<b>Southwest Airlines</b>					
<a href="#">Claims Review Meeting</a> [3228]	04/13/2015	02/10/2015	15	45	14,625
<b>Western Association of Veterans Education Specialists (WAVES)</b>					
<a href="#">Western Association of Veterans Education Specialists Annual Conference</a> [3229]	07/22/2016	02/10/2015	0	0	804,700
<b>Total for Manager</b>			<b>710</b>	<b>955</b>	<b>1,125,475</b>
<b>Kim Harmon (5)</b>					
<b>IBM Corporation</b>					
<a href="#">ASAP University 2016</a> [3179]	04/15/2016	01/06/2015	110	0	175,500
<b>Motor Maids</b>					
<a href="#">Motor Maids Conference 2016</a> [3190]	07/02/2016	01/15/2015	300	695	225,875
<b>Surveillance Systems Integration (SSI)</b>					
<a href="#">SSI Tech Show</a> [3215]	08/05/2015	01/30/2015	0	0	0
<b>The Meteoritical Society</b>					
<a href="#">Meteoritical Society Annual Conference 2017</a> [3079]	07/22/2017	02/19/2015	600	3,390	1,101,750
<b>The Wells Group of Durango, Inc.</b>					
<a href="#">The Wells Group of Durango, Inc. Broker Retreat</a> [3206]	10/23/2015	01/26/2015	80	80	26,000
<b>Total for Manager</b>			<b>1,090</b>	<b>4,165</b>	<b>1,529,125</b>

<b>Camilla Mandler (5)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Melanie Moore (17)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission - Grant Panel</a> [3224]	04/29/2015	02/10/2015	30	0	0
<a href="#">Arts Commission Strategic Organization Gathering</a> [3244]	03/05/2015	02/20/2015	75	0	0
<b>Ben Rountree</b>					
<a href="#">7th Grader Film Project - Ben Rountree</a> [3222]	02/13/2015	02/06/2015	7	0	70
<b>City Attorney's Office / City of Santa Fe</b>					
<a href="#">Arbitration Hearing</a> [3195]	04/13/2015	01/21/2015	12	0	0
<b>Economic Development / City of Santa Fe</b>					
<a href="#">Santa Fe Export Seminar - Workshop to Mexico</a> [3225]	04/22/2015	02/10/2015	20	0	0
<b>Fire Department / City of Santa Fe</b>					
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/04/2015	192	0	0
<b>Housing &amp; Community Development / City of Santa Fe</b>					
<a href="#">City of Santa Fe Customer Service Training</a> [3234]	03/03/2015	02/16/2015	30	0	0
<b>Human Resources / City of Santa Fe</b>					
<a href="#">Union Negotiations</a> [3219]	02/04/2015	02/04/2015	8	0	0
<a href="#">Union Negotiations</a> [3221]	02/11/2015	02/05/2015	8	0	0
<b>ITT / City of Santa Fe</b>					
<a href="#">ITT Process Improvement Training</a> [3216]	02/09/2015	01/30/2015	15	0	0
<b>Police Department / City of Santa Fe</b>					
<a href="#">SFPD Promotional Assessments</a> [3231]	03/23/2015	02/12/2015	15	0	0
<b>Public Works / City of Santa Fe</b>					
<a href="#">ENN E. Alameda Improvements pt. 1</a> [3237]	03/09/2015	02/17/2015	50	0	0
<a href="#">ENN E. Alameda Improvements pt. 2</a> [3241]	05/21/2015	02/18/2015	50	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">Marketing/Advertising RFP</a> [3204]	02/05/2015	01/26/2015	12	0	0
<a href="#">SantaFe.org Training Part 1</a> [3226]	02/23/2015	02/10/2015	20	0	0
<a href="#">SantaFe.org Training Part 2</a> [3227]	03/09/2015	02/10/2015	12	0	0
<a href="#">Tourism SFE - Business Partner Meetings</a> [3223]	03/02/2015	02/09/2015	25	0	0
<b>Total for Manager</b>			<b>581</b>	<b>0</b>	<b>70</b>
<b>Randy Randall (1)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Great Race</b>					
<a href="#">Great Race</a> [3240]	06/23/2015	02/18/2015	400	0	26,000
<b>Total for Manager</b>			<b>400</b>	<b>0</b>	<b>26,000</b>
<b>Rosalina Grace (31)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Acequia Madre Elementary PTC</b>					
<a href="#">Acequia Madre Elementary Fundraiser 2015</a> [3056]	11/07/2015	02/06/2015	400	0	26,000
<b>Big Brothers Big Sisters Mountain Region</b>					
<a href="#">Little Gala for a Big Cause</a> [3193]	09/28/2016	01/20/2015	500	0	0
<a href="#">Little Gala for a Big Cause 2015</a> [3207]	10/08/2015	01/26/2015	600	0	0
<b>Carmela Aldeis</b>					
<a href="#">Aldeis Retirement Reception</a> [3205]	03/07/2015	01/26/2015	300	0	7,500
<b>Christus St Vincent Regional Medical Center</b>					
<a href="#">Christus</a> [3181]	01/15/2015	01/08/2015	1,200	0	78,000
<b>Donna Ruddy</b>					
<a href="#">Ruddy &amp; Franco Wedding Reception</a> [3249]	10/03/2015	02/25/2015	300	0	7,500
<b>Georgia O'Keeffe Museum</b>					
<a href="#">Panel Discussion</a> [3246]	07/17/2015	02/24/2015	30	0	300
<b>Hilton of Santa Fe</b>					
<a href="#">Hilton /Martinez Wedding Reception</a> [3192]	10/17/2015	01/20/2015	16	0	1,040
<b>Hotel Santa Fe</b>					
<a href="#">Christus St. Vincent</a> [3183]	01/15/2015	01/09/2015	150	0	3,750
<b>John Rael</b>					
<a href="#">Rael Wedding Reception</a> [3202]	04/23/2016	01/23/2015	0	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Camilla Mandler (5)</b>					
<b>La Sociedad Folklorica de Nuevo Mexico</b>					
<a href="#">Baile de los Cascarones 2018</a> [3230]	04/27/2019	02/11/2015	400	0	0
<b>M &amp; J Boutique</b>					
<a href="#">Wedding Reception Tania &amp; Jose Tania Tavaréz</a> [3199]	09/04/2015	01/23/2015	350	0	22,750
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor's Ball 2017</a> [3180]	10/21/2017	01/06/2015	400	0	26,000
<b>New Mexico Department of Indian Affairs</b>					
<a href="#">Indian Day at the Round House Banquet</a> [3201]	02/02/2017	01/23/2015	300	0	19,500
<b>Northern New Mexico Fire Training Academy</b>					
<a href="#">Fire Training</a> [3214]	03/28/2016	01/30/2015	225	0	2,250
<b>Presbyterian Healthcare Services</b>					
<a href="#">Governor's Prayer Breakfast 2016</a> [3232]	01/27/2016	02/13/2015	500	0	32,500
<b>Representative Brian Egoff</b>					
<a href="#">Town Hall Meeting</a> [3247]	02/21/2015	02/25/2015	100	0	1,000
<b>Rivera Family Funerals &amp; Cremations</b>					
<a href="#">Charlie Maxwell Funeral Services</a> [3243]	02/22/2015	02/19/2015	500	0	0
<b>Santa Fe Association of Realtors</b>					
<a href="#">Summer Social</a> [3200]	06/05/2015	01/23/2015	250	0	6,250
<a href="#">Task Force Meeting on Affordable Housing</a> [3174]	12/03/2015	01/22/2015	250	0	2,500
<b>Santa Fe Public Schools</b>					
<a href="#">Capital High School Prom 2015</a> [880]	05/01/2015	01/26/2015	400	0	0
<a href="#">Parent Academy Winter Class Banquet</a> [3212]	02/03/2015	01/29/2015	300	0	0
<a href="#">Santa Fe Public Schools Volunteer Banquet 2015</a> [3189]	04/17/2015	01/15/2015	500	0	32,500
<b>St. Elizabeth Shelter</b>					
<a href="#">St Elizabeth Shelter Gala</a> [3175]	10/15/2016	01/05/2015	400	0	26,000
<a href="#">St Elizabeth Shelter Gala</a> [3203]	10/17/2015	01/26/2015	400	0	26,000
<b>State of New Mexico</b>					
<a href="#">Children Youth &amp; Family Dept</a> [3210]	02/23/2015	01/27/2015	400	0	0
<b>Stein &amp; Brockmann</b>					
<a href="#">Deposition</a> [3250]	03/11/2015	02/27/2015	20	0	200
<b>Tierra Encantada Charter School @ Alvord</b>					
<a href="#">Tierra Encantada Charter School Graduation 2015</a> [3209]	05/15/2015	01/27/2015	200	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">Randy Randall/SF Lodgers Association Luncheon</a> [3197]	04/08/2015	01/22/2015	30	0	0
<a href="#">Tourism / TravelClick Meeting</a> [3188]	02/03/2015	01/14/2015	25	0	0
<b>United States District Court</b>					
<a href="#">Naturalization Swearing-in Ceremony 2015</a> [3198]	09/03/2015	01/22/2015	500	0	12,500
<b>Total for Manager</b>			<b>9,946</b>	<b>0</b>	<b>334,040</b>
<b>Grand Total(68)</b>			<b>14,637</b>	<b>5,295</b>	<b>4,183,085</b>

# TOURISM

## SANTA FE

Prepared On: 03/17/2016

Prepared By: David A. Carr

### Leads By User

For Confirmed Status from Jan 1, 2016 to Feb 29, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (2)</b>					
<b>Association for the Sciences of Limnology and Oceanography</b>					
<a href="#">ASLO Summer Meeting 2016</a> [2195]	06/03/2016	07/19/2013	0	0	0
<b>Vistage Group</b>					
<a href="#">Vistage Group</a> [3620]	04/14/2016	02/04/2016	20	22	7,150
<b>Total for Manager</b>			<b>20</b>	<b>22</b>	<b>7,150</b>
<b>Convention Services (4)</b>					
<b>Downtown Merchants Association</b>					
<a href="#">Downtown Merchants Association Annual Meeting</a> [3700]	03/08/2016	02/24/2016	20	0	200
<b>Greater Santa Fe Restaurant Association</b>					
<a href="#">Greater Santa Fe Restaurant Association Meeting</a> [3699]	03/17/2016	02/25/2016	0	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor &amp; the Regional Coalition of LANL Communities</a> [3657]	03/11/2016	02/04/2016	30	0	0
<b>Santa Fe Watershed Association</b>					
<a href="#">Santa Fe Watershed Association Meeting</a> [3671]	03/02/2016	02/08/2016	75	0	750
<b>Total for Manager</b>			<b>125</b>	<b>0</b>	<b>950</b>
<b>Convention Center Operations (1)</b>					
<b>Land Use Department / City of Santa Fe</b>					
<a href="#">Planning Commission Meeting</a> [3687]	03/03/2016	02/23/2016	62	0	0
<b>Total for Manager</b>			<b>62</b>	<b>0</b>	<b>0</b>
<b>David A. Carr (5)</b>					
<b>Big Mountain Enduro</b>					
<a href="#">Big Mountain Enduro</a> [3706]	05/18/2016	02/29/2016	300	760	247,000
<b>Greater Gallup Economic Development Corporation</b>					
<a href="#">GGEDC Economic Roundtable</a> [3554]	01/28/2016	01/06/2016	100	20	6,500
<b>Los Alamos National Laboratory</b>					
<a href="#">International Free Electron Laser Conference</a> [2999]	08/20/2017	02/22/2016	500	2,050	666,250
<a href="#">LHC Run 2</a> [3636]	07/03/2016	02/22/2016	40	150	48,750
<b>Society of American Travel Writers</b>					
<a href="#">2016 SATW Western Chapter Meeting</a> [3386]	04/03/2016	02/22/2016	50	210	41,790
<b>Total for Manager</b>			<b>990</b>	<b>3,190</b>	<b>1,010,290</b>
<b>Joellyn Baca (9)</b>					
<b>American Society of Landscape Architects</b>					
<a href="#">2016 LAAB Summer Meeting</a> [3673]	07/21/2016	02/12/2016	14	39	12,675
<b>Association of Structural Pest Control Regulatory Officials</b>					
<a href="#">ASPCRO Annual Meeting</a> [2605]	08/26/2016	02/09/2016	150	345	112,125
<b>Chief Officers of State Library Agencies</b>					
<a href="#">CE Forum</a> [3540]	08/29/2016	02/18/2016	50	120	39,000
<b>CSR, Incorporated</b>					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (2)</b>					
<a href="#">Topical Working Group Meeting State School Safety Issues</a> [3583]	02/08/2016	02/04/2016	70	159	51,675
<b>F + W Trade Show and Events</b>					
<a href="#">Bead Fest 2017</a> [3369]	03/22/2017	02/24/2016	2,000	385	20,000
<b>Intelligence Advance Research Projects Activity (IARPA)</b>					
<a href="#">IARPA LogIQ Kickoff Meeting</a> [3593]	02/22/2016	01/04/2016	100	90	29,250
<b>National Association of Government Defined Contribution Administrators</b>					
<a href="#">NAGDCA Board Meeting</a> [3585]	06/02/2016	01/13/2016	12	38	12,350
<b>National Association of State Procurement Officials</b>					
<a href="#">2016 NASPO ValuePoint Midyear Meeting</a> [3584]	06/05/2016	01/28/2016	60	270	87,750
<b>WORLDCOM Public Relations Group</b>					
<a href="#">WORLDCOM's America's Meeting</a> [3541]	09/24/2016	01/14/2016	100	226	73,450
<b>Total for Manager</b>			<b>2,556</b>	<b>1,672</b>	<b>438,275</b>

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Kim Harmon (12)</b>					
<b>American Bar Association</b>					
<a href="#">Standing Committee on Pro Bono and Public Service Summer Committee Meeting</a> [3622]	07/07/2016	02/26/2016	16	34	11,050
<a href="#">Tort Trial &amp; Insurance Practice Section FSLC Spring Meeting</a> [3483]	05/08/2018	01/13/2016	225	404	131,300
<b>American Society of Plastic Surgeons</b>					
<a href="#">ASPS Symposium 2016</a> [2511]	08/23/2016	02/02/2016	400	650	211,250
<b>Biodynamic Association</b>					
<a href="#">Biodynamic Conference</a> [2492]	11/15/2016	12/20/2013	0	0	0
<b>Colorado Defense Lawyers Association</b>					
<a href="#">CDLA Annual Convention 2017</a> [3519]	07/26/2017	01/13/2016	450	525	170,625
<b>Continuing Legal Education (CLE) International</b>					
<a href="#">CLE 24th Annual New Mexico Water Law Conference</a> [3486]	09/14/2016	01/29/2016	100	40	13,000
<a href="#">CLE Visual Arts &amp; the Law</a> [3666]	07/27/2016	01/29/2016	100	40	13,000
<b>National Coal Transportation Association</b>					
<a href="#">NCTA Operations &amp; Maintenance Conference</a> [3683]	06/10/2017	02/11/2016	120	300	97,500
<b>National Livestock Producers Association</b>					
<a href="#">NLPA 2016 Board Meeting</a> [3596]	08/03/2016	02/26/2016	50	63	20,475
<b>Southwest Chemistry Workshop 2017</b>					
<a href="#">Southwest Chemistry Workshop 2017</a> [3421]	06/19/2017	01/21/2016	200	300	97,500
<b>University Corporation for Atmospheric Research (UCAR)</b>					
<a href="#">GLOBE Partner and Diversity Training Workshops</a> [3676]	05/22/2016	02/29/2016	0	132	42,900
<b>Wilderness &amp; Travel Medicine</b>					
<a href="#">Wilderness &amp; Travel Medicine 2016</a> [3091]	05/23/2016	06/08/2015	0	217	70,525
<b>Total for Manager</b>			<b>1,661</b>	<b>2,705</b>	<b>879,125</b>

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Melanie Moore (17)</b>					
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission - Grantee Meeting</a> [3650]	02/02/2016	01/15/2016	50	0	0
<a href="#">Arts Commission Meeting</a> [3682]	02/12/2016	02/11/2016	20	0	0
<a href="#">Sister Cities Meetings</a> [3629]	01/13/2015	01/04/2016	12	0	0
<b>City Clerks Office/City of Santa Fe</b>					
<a href="#">Judge Yalman</a> [3644]	03/03/2016	01/25/2016	150	0	0
<b>City Manager's Office / City of Santa Fe</b>					
<a href="#">City Manager Meeting</a> [3645]	01/14/2016	01/13/2016	6	0	0
<a href="#">City Manager Meeting</a> [3672]	02/09/2016	02/02/2016	6	0	0
<b>Fire Department / City of Santa Fe</b>					
<a href="#">Christus / Fire Department Family Fun Festival 2016</a> [3504]	06/17/2016	02/03/2016	2,500	0	0
<b>Geronimo Restaurant</b>					
<a href="#">Eric DiStefano Memorial</a> [3681]	02/15/2016	02/10/2016	800	0	20,000
<b>Housing &amp; Community Development / City of Santa Fe</b>					
<a href="#">Fair Housing Training</a> [3637]	03/01/2016	01/07/2016	40	0	0
<b>ITT / City of Santa Fe</b>					
<a href="#">ERP Project Meeting</a> [3592]	01/12/2016	12/04/2015	3	0	0
<a href="#">INFO Tech Service Desk Impl.</a> [3667]	02/22/2016	01/29/2016	12	0	0

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (2)</b>					
<b>Land Use Department / City of Santa Fe</b>					
<a href="#">H Board Meeting - 2/23/2016</a> [3606]	02/23/2016	01/06/2016	30	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor's Press Conference Public Banking</a> [3631]	01/13/2016	01/06/2016	0	0	0
<a href="#">Mayor's Press Conference Public Banking</a> [3631]	01/14/2016	01/06/2016	30	0	0
<a href="#">Mayor's Q + A w/ League of Women Voters</a> [3647]	02/16/2016	01/13/2016	30	0	0
<b>Public Utilities Department / City of Santa Fe</b>					
<a href="#">Public Utilities Committee Meeting</a> [3613]	03/02/2016	01/26/2016	40	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">Celebrate Santa Fe Tourism - Expo 2016</a> [3607]	04/28/2016	01/13/2016	300	0	0
<a href="#">Short Term Rental Meeting</a> [3649]	01/28/2016	01/13/2016	0	0	0
<a href="#">Short Term Rental Meeting</a> [3649]	01/21/2016	01/13/2016	150	0	0
<b>Total for Manager</b>			<b>4,179</b>	<b>0</b>	<b>20,000</b>

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Rosalina Grace (19)</b>					
<b>100th Bill Party</b>					
<a href="#">2016 100th Bill Party</a> [3668]	02/12/2016	02/02/2016	650	0	16,250
<b>Brian F Egolf</b>					
<a href="#">Rep. Egolf and Sen. Wirth Town Hall Mtg</a> [3628]	01/13/2016	01/12/2016	125	0	1,250
<b>Care Net Pregnancy Center of Santa Fe</b>					
<a href="#">Care Net Annual Fundraiser Banquet</a> [3270]	03/01/2016	01/15/2016	500	0	32,500
<b>City of Santa Fe</b>					
<a href="#">City Manager's Office/IT Training</a> [3701]	04/25/2016	02/26/2016	15	0	0
<b>CKI Events, LLC</b>					
<a href="#">Speaking Panel/Reception</a> [3632]	01/27/2016	01/20/2016	100	0	0
<b>Diana Sotelo</b>					
<a href="#">Sotelo &amp; Gardea Wedding Reception</a> [3475]	06/25/2016	10/06/2015	0	0	0
<b>Lanell Tweddle</b>					
<a href="#">Roybal and Archuleta Wedding</a> [3679]	12/10/2016	02/10/2016	400	0	26,000
<b>Los Alamos Women In Science</b>					
<a href="#">LAWIS/EYH 2016</a> [2983]	03/04/2016	01/06/2016	250	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor's Senior Volunteer Recognition Celebration 2016</a> [3698]	04/04/2016	02/29/2016	400	0	26,000
<b>Melinda Monquino</b>					
<a href="#">Richelle Vigil Graduation</a> [3492]	06/18/2016	01/15/2016	200	0	13,000
<b>National Union of Hospital &amp; Healthcare Workers</b>					
<a href="#">40th Anniversary of the Nurses Union</a> [3602]	03/19/2016	02/19/2016	400	0	26,000
<b>New Mexico Department of Indian Affairs</b>					
<a href="#">American Indian Day Reception</a> [3136]	02/04/2016	01/06/2016	500	0	32,500
<b>NM Municipal League</b>					
<a href="#">2016 District Meeting</a> [3635]	03/21/2016	01/25/2016	80	0	800
<b>Santa Fe Habitat for Humanity</b>					
<a href="#">Kentucky Derby Day 2016</a> [3365]	05/06/2016	02/23/2016	0	0	0
<a href="#">Kentucky Derby Day 2016</a> [3365]	05/07/2016	02/23/2016	350	0	8,750
<b>Santa Fe Preparatory Parents Association</b>					
<a href="#">Dance With the Santa Fe Stars</a> [3503]	04/29/2016	02/26/2016	400	0	10,000
<b>Santa Fe Preventions Alliance</b>					
<a href="#">Prescription Opioids and the Overdose Epidemic Conference</a> [3569]	05/07/2016	02/01/2016	0	0	0
<b>St. Elias The Prophet Greek Orthodox Church</b>					
<a href="#">Greek Festival 2016</a> [3080]	06/11/2016	01/06/2016	1,000	0	65,000
<b>Thomas X. Vigil</b>					
<a href="#">Vigil &amp; Wright Wedding Reception</a> [3488]	10/29/2016	02/19/2016	300	0	7,500
<b>United States District Court</b>					
<a href="#">Naturalization Swearing-in Ceremony 2016</a> [3360]	09/02/2016	01/29/2016	500	0	12,500
<b>Total for Manager</b>			<b>6,170</b>	<b>0</b>	<b>278,050</b>
<b>Grand Total(69)</b>			<b>15,763</b>	<b>7,589</b>	<b>2,633,840</b>



Prepared On: 03/17/2016  
Prepared By: David A. Carr

## Leads By User

For Lead Status from Jan 1, 2016 to Feb 29, 2016

	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (7)</b>					
<b>2017 WEG Conference</b>					
<a href="#">2017 WEG Conference</a> [3642]	09/07/2017	01/11/2016	245	743	241,475
<b>Association for Child Psychoanalysis, Inc</b>					
<a href="#">2018 Annual Meeting</a> [3696]	05/02/2018	02/22/2016	120	202	65,650
<b>Babcock &amp; Wilcox</b>					
<a href="#">B&amp;W Coal Combustion Residuals Conference 2016</a> [3621]	07/24/2016	12/28/2015	0	0	0
<b>ExamSoft Worldwide</b>					
<a href="#">ExamSoft Assessment Conference (EAC) 2017</a> [3684]	06/11/2017	02/12/2016	450	850	276,250
<b>Pacific Educational Group</b>					
<a href="#">Pacific Educational Group Seminar</a> [3685]	04/22/2016	02/17/2016	160	200	65,000
<b>Radiation Research Society</b>					
<a href="#">2018 Radiation Research Society Meeting</a> [3558]	09/08/2018	01/06/2016	600	1,800	585,000
<b>USS Cogswell DD-651</b>					
<a href="#">USS Cogswell DD-51 Reunion</a> [3611]	09/05/2017	12/18/2015	0	0	0
<b>Total for Manager</b>			<b>1,575</b>	<b>3,795</b>	<b>1,233,375</b>
<b>Convention Services (2)</b>					
<b>Downtown Merchants Association</b>					
<a href="#">Downtown Merchants Association Annual Meeting</a> [3700]	03/08/2016	02/23/2016	0	0	0
<b>Greater Santa Fe Restaurant Association</b>					
<a href="#">Greater Santa Fe Restaurant Association Meeting</a> [3699]	03/17/2016	02/23/2016	0	0	0
<b>Total for Manager</b>			<b>0</b>	<b>0</b>	<b>0</b>
<b>Convention Center Operations (1)</b>					
<b>Presbyterian Healthcare Services</b>					
<a href="#">Governor's Prayer Breakfast 2017</a> [3697]	01/25/2017	02/23/2016	500	0	32,500
<b>Total for Manager</b>			<b>500</b>	<b>0</b>	<b>32,500</b>
<b>David A. Carr (7)</b>					
<b>Jazz Pharmaceuticals</b>					
<a href="#">Jazz Pharmaceuticals Nov 2016 Health Systems Summit Meeting</a> [3640]	11/15/2016	01/08/2016	30	60	19,500
<b>Los Alamos National Laboratory</b>					
<a href="#">Advance Meso-Scale Materials Science</a> [3669]	07/21/2016	01/29/2016	100	225	73,125
<a href="#">Dynamic and Excited State Processes</a> [3670]	07/25/2016	01/29/2016	85	150	48,750
<a href="#">Energy Landscapes: From Protein Folding to Molecular Assembly</a> [3651]	05/08/2016	01/20/2016	75	250	81,250
<a href="#">ESP 2016: Excited State Processes in Electronics and Bio Nanomaterials</a> [3665]	06/12/2016	01/29/2016	90	250	81,250
<a href="#">LANL Study Session</a> [3707]	03/22/2016	02/29/2016	15	0	150
<a href="#">LHC Run 2</a> [3636]	07/03/2016	01/06/2016	40	150	48,750
<b>Total for Manager</b>			<b>435</b>	<b>1,085</b>	<b>352,775</b>
<b>Joellyn Baca (10)</b>					
<b>AHR Site Selection Solution</b>					
<a href="#">Ironworkers Labor Management Meeting</a> [3659]	06/27/2016	01/25/2016	16	31	10,075
<b>American Amateur Baseball Congress' Annual Meeting</b>					
<a href="#">American Amateur Baseball Congress' Annual Meeting 2016</a> [3677]	11/02/2016	02/05/2016	40	155	50,375
<b>American Society of Landscape Architects</b>					



April Gallegos (7)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<a href="#">2016 LAAB Summer Meeting</a> [3673]	07/21/2016	02/02/2016	14	42	13,650
<b>Association of Administrative Law Judges</b>					
<a href="#">2016 AALJ 25th National Annual Education Conference</a> [3656]	10/15/2016	01/25/2016	200	625	203,125
<b>Collegiate and Professional Sports Dietitians Association</b>					
<a href="#">10th CPSDA Annual Meeting and Symposium</a> [3664]	05/15/2018	01/27/2016	350	440	143,000
<b>Just Lovely Weddings</b>					
<a href="#">Cribb/Dillon Wedding</a> [3643]	06/25/2016	01/11/2016	150	15	4,875
<b>Legacy Grand Holdings, LLC</b>					
<a href="#">Hotwire/Expedia Inc. May Retreat</a> [3652]	05/10/2016	01/20/2016	12	36	11,700
<b>National Highway Traffic Safety Administration</b>					
<a href="#">2016 System-Wide Training (SWT)</a> [3680]	12/05/2016	02/08/2016	150	600	195,000
<b>Optical Society of America</b>					
<a href="#">International Conference on Ultrafast Phenomena</a> [3686]	07/16/2016	02/12/2016	350	465	151,125
<b>The Mohawk Group</b>					
<a href="#">Mohawk Group - FWD Trend Event</a> [3705]	10/10/2016	02/29/2016	90	230	74,750
<b>Total for Manager</b>			<b>1,372</b>	<b>2,639</b>	<b>857,675</b>

Kim Harmon (13)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>American Bar Association</b>					
<a href="#">ABA NJC 13 Course Program 2017</a> [3688]	03/05/2017	02/17/2016	55	160	52,000
<a href="#">Rules and Calendar Committee Meeting May Meeting</a> [3663]	05/20/2016	01/27/2016	0	-7	-2,275
<a href="#">Rules and Calendar Committee Meeting May Meeting</a> [3663]	05/19/2016	01/27/2016	11	29	9,425
<b>American Society of Plastic Surgeons</b>					
<a href="#">ASPS Symposium 2017</a> [3630]	07/11/2017	01/04/2016	400	650	211,250
<a href="#">ASPS Symposium 2017</a> [3634]	08/29/2017	01/06/2016	400	650	211,250
<b>Antoinette M. Armijo</b>					
<a href="#">Armijo Wedding Reception</a> [3484]	07/29/2016	09/04/2015	150	15	3,750
<b>Association of Corporate Patent Counsel</b>					
<a href="#">ACPC 2017 Summer Meeting</a> [3639]	06/23/2017	01/07/2016	100	252	81,900
<b>Banco Bilbao Vizcaya (BBVA)</b>					
<a href="#">BBVA DDRE 2019</a> [3641]	09/30/2019	01/08/2016	420	1,198	389,350
<b>Continuing Legal Education (CLE) International</b>					
<a href="#">CLE Visual Arts &amp; the Law</a> [3666]	07/27/2016	01/29/2016	100	40	13,000
<b>Jolly Events</b>					
<a href="#">40th Wedding Anniversary Celebration</a> [3678]	07/22/2016	02/05/2016	60	20	3,900
<b>National Academic Advising Association (NACADA)</b>					
<a href="#">NACADA Summer Institute 2017</a> [3704]	06/23/2017	02/29/2016	150	500	162,500
<b>National Coal Transportation Association</b>					
<a href="#">NCTA Operations &amp; Maintenance Conference</a> [3683]	06/10/2017	02/11/2016	120	300	97,500
<b>U.S. Dept. of Justice</b>					
<a href="#">U.S. Department of Justice</a> [3660]	02/21/2016	01/25/2016	185	750	243,750
<b>University Corporation for Atmospheric Research (UCAR)</b>					
<a href="#">GLOBE Partner and Diversity Training Workshops</a> [3676]	05/22/2016	02/05/2016	0	156	50,700
<b>Total for Manager</b>			<b>2,151</b>	<b>4,713</b>	<b>1,528,000</b>

Rosalina Grace (16)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>Brenda Chavez</b>					
<a href="#">Vega-Chavez Quinceanera</a> [3702]	04/29/2017	02/26/2016	0	0	0
<b>City of Santa Fe</b>					
<a href="#">City Manager's Office/IT Training</a> [3701]	04/25/2016	02/26/2016	15	0	0
<b>CKI Events, LLC</b>					
<a href="#">Speaking Panel/Reception</a> [3632]	01/27/2016	01/07/2016	100	0	0
<b>Congregation Beit Tikva</b>					
<a href="#">Congregation Beit Tikva Concert/Dinner</a> [3689]	09/25/2016	02/18/2016	200	0	13,000
<b>Defense Nuclear Facilities Safety Board</b>					
<a href="#">DNFSB Over Site Board Meeting</a> [3638]	03/22/2016	02/02/2016	0	0	0
<a href="#">DNFSB Over Site Board Meeting</a> [3638]	02/22/2016	02/02/2016	150	0	1,500
<b>Gaon Institute</b>					
<a href="#">Book Exchange</a> [3690]	04/17/2016	02/18/2016	300	0	0
<b>Mayor's Office / City of Santa Fe</b>					



	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (7)</b>					
<a href="#">Mayor's Senior Volunteer Recognition Celebration 2016</a> [3698]	04/05/2016	02/23/2016	400	0	26,000
<b>National Union of Hospital &amp; Healthcare Workers</b>					
<a href="#">40th Anniversary of the Nurses Union</a> [3602]	03/19/2016	02/19/2016	400	0	4,000
<b>New Mexico Farm &amp; Livestock Bureau</b>					
<a href="#">New Mexico Farm &amp; Livestock Bureau 2017</a> [3693]	02/07/2017	02/22/2016	1,000	0	25,000
<a href="#">New Mexico Farm &amp; Livestock Bureau 2018</a> [3694]	01/23/2018	02/22/2016	1,000	0	25,000
<b>Noemi Jaquez</b>					
<a href="#">Jaquez Wedding Ceremony &amp; Reception</a> [3674]	05/14/2016	02/03/2016	150	0	3,750
<b>Santa Fe Fiesta, Inc</b>					
<a href="#">2016 Fiesta Court Selection</a> [2791]	05/05/2016	02/23/2016	500	0	0
<a href="#">2017 Baile de Mayo</a> [927]	05/06/2017	02/25/2016	500	0	12,500
<b>The Cancer Foundation For New Mexico</b>					
<a href="#">12th Annual Sweetheart Auction</a> [3006]	02/10/2017	02/15/2016	1,000	0	65,000
<b>Tierra Encantada Charter School @ Alvord</b>					
<a href="#">Tierra Encantada Charter School Graduation 2016</a> [3344]	05/13/2016	05/11/2015	50	0	0
<b>Toni Ornelas</b>					
<a href="#">Ornelas Wedding Reception</a> [3703]	06/11/2016	02/26/2016	65	0	1,625
<b>Total for Manager</b>			<b>5,830</b>	<b>0</b>	<b>177,375</b>
<b>Grand Total(56)</b>			<b>11,863</b>	<b>12,232</b>	<b>4,181,700</b>



Prepared On: 03/17/2016  
Prepared By: David A. Carr

## Leads By User

For Tentative Status from Jan 1, 2016 to Feb 29, 2016

<b>April Gallegos (2)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>2017 WEG Conference</b>					
<a href="#">2017 WEG Conference</a> [3642]	09/07/2017	01/11/2016	245	0	241,475
<b>Association for Child Psychoanalysis, Inc</b>					
<a href="#">2018 Annual Meeting</a> [3696]	05/02/2018	02/22/2016	120	0	65,650
<b>Total for Manager</b>			<b>365</b>	<b>0</b>	<b>307,125</b>
<b>Convention Services (5)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Greater Santa Fe Restaurant Association</b>					
<a href="#">Greater Santa Fe Restaurant Association Meeting</a> [3699]	03/17/2016	02/23/2016	0	0	0
<b>Institute for Brain Potential</b>					
<a href="#">IBP Seminar</a> [3675]	05/13/2016	02/04/2016	180	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor &amp; the Regional Coalition of LANL Communities</a> [3657]	03/11/2016	01/25/2016	30	0	0
<b>Santa Fe Watershed Association</b>					
<a href="#">Santa Fe Watershed Association Meeting</a> [3671]	03/02/2016	02/01/2016	75	0	750
<b>Wambulz</b>					
<a href="#">Wambulz Fundraiser</a> [3691]	02/21/2016	02/18/2016	150	0	3,750
<b>Total for Manager</b>			<b>435</b>	<b>0</b>	<b>4,500</b>
<b>Convention Center Operations (2)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Land Use Department / City of Santa Fe</b>					
<a href="#">Planning Commission Meeting</a> [3687]	03/03/2016	02/15/2016	62	0	0
<b>Presbyterian Healthcare Services</b>					
<a href="#">Governor's Prayer Breakfast 2017</a> [3697]	01/25/2017	02/23/2016	500	0	32,500
<b>Total for Manager</b>			<b>562</b>	<b>0</b>	<b>32,500</b>
<b>David A. Carr (4)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Big Mountain Enduro</b>					
<a href="#">Big Mountain Enduro</a> [3706]	05/18/2016	02/29/2016	300	760	247,000
<b>Jazz Pharmaceuticals</b>					
<a href="#">Jazz Pharmaceuticals Nov 2016 Health Systems Summit Meeting</a> [3640]	11/15/2016	01/08/2016	30	0	19,500
<b>Los Alamos National Laboratory</b>					
<a href="#">LANL Study Session</a> [3707]	03/22/2016	02/29/2016	15	0	150
<b>National Math Association/Imagine Education</b>					
<a href="#">Midschool Math 2017</a> [3695]	02/28/2017	02/22/2016	500	0	0
<b>Total for Manager</b>			<b>845</b>	<b>760</b>	<b>266,650</b>
<b>Joellyn Baca (5)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>AHR Site Selection Solution</b>					
<a href="#">Ironworkers Labor Management Meeting</a> [3659]	06/27/2016	01/25/2016	16	31	10,075
<b>American Society of Landscape Architects</b>					
<a href="#">2016 LAAB Summer Meeting</a> [3673]	07/21/2016	02/02/2016	14	39	12,675
<b>Collegiate and Professional Sports Dietitians Association</b>					
<a href="#">10th CPSDA Annual Meeting and Symposium</a> [3664]	05/15/2018	01/27/2016	350	0	143,000
<b>Just Lovely Weddings</b>					
<a href="#">Cribb/Dillon Wedding</a> [3643]	06/25/2016	01/11/2016	150	0	4,875

April Gallegos (2)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Optical Society of America</b>					
<a href="#">International Conference on Ultrafast Phenomena</a> [3686]	07/16/2016	02/12/2016	350	0	151,125
<b>Total for Manager</b>			<b>880</b>	<b>70</b>	<b>321,750</b>

Melanie Moore (17)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>AMP Concerts Santa Fe</b>					
<a href="#">Concert: Kacey Musgraves</a> [3646]	04/24/2016	01/13/2016	1,800	0	45,000
<a href="#">Guitar Legends Tour</a> [3658]	04/13/2016	01/25/2016	1,800	0	45,000
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission - Grantee Meeting</a> [3650]	02/02/2016	01/15/2016	50	0	0
<a href="#">Arts Commission Meeting</a> [3682]	02/12/2016	02/11/2016	20	0	0
<a href="#">Mayor's Recognition For Excellence in The Arts 2015</a> [3653]	10/19/2016	01/21/2016	250	0	0
<a href="#">Sister Cities Meetings</a> [3629]	01/13/2015	01/04/2016	12	0	0
<b>Christus St Vincent Regional Medical Center</b>					
<a href="#">Christus / Fire Dept. Healthy Kids 2017</a> [3626]	07/14/2017	01/04/2016	3,000	0	75,000
<a href="#">Christus / Fire Dept. Healthy Kids 2018</a> [3633]	07/13/2018	01/05/2016	3,000	0	75,000
<b>City Clerks Office/City of Santa Fe</b>					
<a href="#">Judge Yalman</a> [3644]	03/03/2016	01/12/2016	150	0	0
<b>City Manager's Office / City of Santa Fe</b>					
<a href="#">City Manager Meeting</a> [3645]	01/14/2016	01/13/2016	6	0	0
<a href="#">City Manager Meeting</a> [3672]	02/09/2016	02/02/2016	6	0	0
<b>Geronimo Restaurant</b>					
<a href="#">Eric DiStefano Memorial</a> [3681]	02/15/2016	02/10/2016	800	0	20,000
<b>Housing &amp; Community Development / City of Santa Fe</b>					
<a href="#">Fair Housing Training</a> [3637]	03/01/2016	01/07/2016	40	0	0
<b>ITT / City of Santa Fe</b>					
<a href="#">INFO Tech Service Desk Impl.</a> [3667]	02/22/2016	01/29/2016	12	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor's Press Conference Public Banking</a> [3631]	01/13/2016	01/05/2016	30	0	0
<a href="#">Mayor's Q + A w/ League of Women Voters</a> [3647]	02/16/2016	01/13/2016	30	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">Short Term Rental Meeting</a> [3649]	01/28/2016	01/13/2016	150	0	0
<b>Total for Manager</b>			<b>11,156</b>	<b>0</b>	<b>260,000</b>

Rosalina Grace (23)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>100th Bill Party</b>					
<a href="#">2016 100th Bill Party</a> [3668]	02/12/2016	01/29/2016	650	0	16,250
<b>Adela &amp; Sergio Castillo</b>					
<a href="#">Gabriella Castillo Quince</a> [3662]	05/20/2017	01/27/2016	250	0	6,250
<b>Angelica Murillo</b>					
<a href="#">Murillo and Roybal Wedding Reception</a> [3627]	01/28/2017	01/04/2016	350	0	22,750
<b>Brenda Chavez</b>					
<a href="#">Vega-Chavez Quinceanera</a> [3702]	04/29/2017	02/26/2016	0	0	0
<b>Brian F Egolf</b>					
<a href="#">Rep. Egolf and Sen. Wirth Town Hall Mtg</a> [3628]	01/13/2016	01/04/2016	125	0	1,250
<b>City of Santa Fe</b>					
<a href="#">City Manager's Office/IT Training</a> [3701]	04/25/2016	02/26/2016	15	0	0
<b>CKI Events, LLC</b>					
<a href="#">Speaking Panel/Reception</a> [3632]	01/27/2016	01/05/2016	100	0	0
<b>Congregation Beit Tikva</b>					
<a href="#">Congregation Beit Tikva Concert/Dinner</a> [3689]	09/25/2016	02/18/2016	200	0	13,000
<b>Defense Nuclear Facilities Safety Board</b>					
<a href="#">DNFSB Over Site Board Meeting</a> [3638]	03/21/2016	01/07/2016	150	0	1,500
<b>Gaon Institute</b>					
<a href="#">Book Exchange</a> [3690]	04/17/2016	02/18/2016	300	0	0
<b>Gina Branch</b>					
<a href="#">Gallegos and Branch Wedding Reception</a> [3661]	09/24/2016	01/26/2016	250	0	6,250
<b>Lanell Tweddle</b>					
<a href="#">Roybal and Archuleta Wedding</a> [3679]	12/10/2016	02/08/2016	400	0	26,000
<b>Mayor's Office / City of Santa Fe</b>					

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (2)</b>					
<a href="#">Mayor's Senior Volunteer Recognition Celebration 2016</a> [3698]	04/04/2016	02/23/2016	400	0	26,000
<b>New Mexico Farm &amp; Livestock Bureau</b>					
<a href="#">New Mexico Farm &amp; Livestock Bureau 2017</a> [3693]	02/07/2017	02/22/2016	1,000	0	25,000
<a href="#">New Mexico Farm &amp; Livestock Bureau 2018</a> [3694]	01/23/2018	02/22/2016	1,000	0	25,000
<b>New Mexico Music Review</b>					
<a href="#">New Mexico Music Review</a> [3648]	10/22/2016	01/13/2016	750	0	0
<b>NM Municipal League</b>					
<a href="#">2016 District Meeting</a> [3635]	03/21/2016	01/06/2016	80	0	800
<b>Noemi Jaquez</b>					
<a href="#">Jaquez Wedding Ceremony &amp; Reception</a> [3674]	05/14/2016	02/03/2016	150	0	3,750
<b>North West Regional Educational Co-Op (NWREC)</b>					
<a href="#">Teacher Supports Series #2</a> [3655]	02/12/2016	01/25/2016	0	0	0
<b>Rafael Escamilla Graduation</b>					
<a href="#">Rafael Escamilla Graduation</a> [3654]	05/14/2016	01/22/2016	130	0	8,450
<b>Santa Fe Community Foundation</b>					
<a href="#">35th Anniversary Birthday Party</a> [3692]	07/16/2016	02/19/2016	250	0	16,250
<b>Santa Fe Fiesta, Inc</b>					
<a href="#">2017 Baile de Mayo</a> [927]	05/06/2017	02/25/2016	500	0	12,500
<b>Toni Ornelas</b>					
<a href="#">Ornelas Wedding Reception</a> [3703]	06/11/2016	02/26/2016	65	0	1,625
<b>Total for Manager</b>			<b>7,115</b>	<b>0</b>	<b>212,625</b>
<b>Grand Total(58)</b>			<b>21,358</b>	<b>830</b>	<b>1,405,150</b>



Prepared On: 03/17/2016  
Prepared By: David A. Carr

## Leads By User

For Confirmed Status from Feb 1, 2016 to Feb 29, 2016

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (1)</b>					
<b>Vistage Group</b>					
<a href="#">Vistage Group</a> [3620]	04/14/2016	02/04/2016	20	22	7,150
<b>Total for Manager</b>			<b>20</b>	<b>22</b>	<b>7,150</b>
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Convention Services (4)</b>					
<b>Downtown Merchants Association</b>					
<a href="#">Downtown Merchants Association Annual Meeting</a> [3700]	03/08/2016	02/24/2016	20	0	200
<b>Greater Santa Fe Restaurant Association</b>					
<a href="#">Greater Santa Fe Restaurant Association Meeting</a> [3699]	03/17/2016	02/25/2016	0	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor &amp; the Regional Coalition of LANL Communities</a> [3657]	03/11/2016	02/04/2016	30	0	0
<b>Santa Fe Watershed Association</b>					
<a href="#">Santa Fe Watershed Association Meeting</a> [3671]	03/02/2016	02/08/2016	75	0	750
<b>Total for Manager</b>			<b>125</b>	<b>0</b>	<b>950</b>
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Convention Center Operations (1)</b>					
<b>Land Use Department / City of Santa Fe</b>					
<a href="#">Planning Commission Meeting</a> [3687]	03/03/2016	02/23/2016	62	0	0
<b>Total for Manager</b>			<b>62</b>	<b>0</b>	<b>0</b>
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>David A. Carr (4)</b>					
<b>Big Mountain Enduro</b>					
<a href="#">Big Mountain Enduro</a> [3706]	05/18/2016	02/29/2016	300	760	247,000
<b>Los Alamos National Laboratory</b>					
<a href="#">International Free Electron Laser Conference</a> [2999]	08/20/2017	02/22/2016	500	2,050	666,250
<a href="#">LHC Run 2</a> [3636]	07/03/2016	02/22/2016	40	150	48,750
<b>Society of American Travel Writers</b>					
<a href="#">2016 SATW Western Chapter Meeting</a> [3386]	04/03/2016	02/22/2016	50	210	41,790
<b>Total for Manager</b>			<b>890</b>	<b>3,170</b>	<b>1,003,790</b>
	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Joellyn Baca (5)</b>					
<b>American Society of Landscape Architects</b>					
<a href="#">2016 LAAB Summer Meeting</a> [3673]	07/21/2016	02/12/2016	14	39	12,675
<b>Association of Structural Pest Control Regulatory Officials</b>					
<a href="#">ASPCRO Annual Meeting</a> [2605]	08/26/2016	02/09/2016	150	345	112,125
<b>Chief Officers of State Library Agencies</b>					
<a href="#">CE Forum</a> [3540]	08/29/2016	02/18/2016	50	120	39,000
<b>CSR, Incorporated</b>					
<a href="#">Topical Working Group Meeting State School Safety Issues</a> [3583]	02/08/2016	02/04/2016	70	159	51,675
<b>F + W Trade Show and Events</b>					
<a href="#">Bead Fest 2017</a> [3369]	03/22/2017	02/24/2016	2,000	385	20,000

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>April Gallegos (1)</b>					
<b>Total for Manager</b>			<b>2,284</b>	<b>1,048</b>	<b>235,475</b>
<b>Kim Harmon (5)</b>					
<b>American Bar Association</b>					
<a href="#">Standing Committee on Pro Bono and Public Service Summer Committee Meeting</a> [3622]	07/07/2016	02/26/2016	16	34	11,050
<b>American Society of Plastic Surgeons</b>					
<a href="#">ASPS Symposium 2016</a> [2511]	08/23/2016	02/02/2016	400	650	211,250
<b>National Coal Transportation Association</b>					
<a href="#">NCTA Operations &amp; Maintenance Conference</a> [3683]	06/10/2017	02/11/2016	120	300	97,500
<b>National Livestock Producers Association</b>					
<a href="#">NLPA 2016 Board Meeting</a> [3596]	08/03/2016	02/26/2016	50	63	20,475
<b>University Corporation for Atmospheric Research (UCAR_</b>					
<a href="#">GLOBE Partner and Diversity Training Workshops</a> [3676]	05/22/2016	02/29/2016	0	132	42,900
<b>Total for Manager</b>			<b>586</b>	<b>1,179</b>	<b>383,175</b>
<b>Melanie Moore (4)</b>					
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission Meeting</a> [3682]	02/12/2016	02/11/2016	20	0	0
<b>City Manager's Office / City of Santa Fe</b>					
<a href="#">City Manager Meeting</a> [3672]	02/09/2016	02/02/2016	6	0	0
<b>Fire Department / City of Santa Fe</b>					
<a href="#">Christus / Fire Department Family Fun Festival 2016</a> [3504]	06/17/2016	02/03/2016	2,500	0	0
<b>Geronimo Restaurant</b>					
<a href="#">Eric DiStefano Memorial</a> [3681]	02/15/2016	02/10/2016	800	0	20,000
<b>Total for Manager</b>			<b>3,326</b>	<b>0</b>	<b>20,000</b>
<b>Rosalina Grace (9)</b>					
<b>100th Bill Party</b>					
<a href="#">2016 100th Bill Party</a> [3668]	02/12/2016	02/02/2016	650	0	16,250
<b>City of Santa Fe</b>					
<a href="#">City Manager's Office/IT Training</a> [3701]	04/25/2016	02/26/2016	15	0	0
<b>Lanell Tweddle</b>					
<a href="#">Roybal and Archuleta Wedding</a> [3679]	12/10/2016	02/10/2016	400	0	26,000
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor's Senior Volunteer Recognition Celebration 2016</a> [3698]	04/04/2016	02/29/2016	400	0	26,000
<b>National Union of Hospital &amp; Healthcare Workers</b>					
<a href="#">40th Anniversary of the Nurses Union</a> [3602]	03/19/2016	02/19/2016	400	0	26,000
<b>Santa Fe Habitat for Humanity</b>					
<a href="#">Kentucky Derby Day 2016</a> [3365]	05/06/2016	02/23/2016	0	0	0
<a href="#">Kentucky Derby Day 2016</a> [3365]	05/07/2016	02/23/2016	350	0	8,750
<b>Santa Fe Preparatory Parents Association</b>					
<a href="#">Dance With the Santa Fe Stars</a> [3503]	04/29/2016	02/26/2016	400	0	10,000
<b>Santa Fe Preventions Alliance</b>					
<a href="#">Prescription Opioids and the Overdose Epidemic Conference</a> [3569]	05/07/2016	02/01/2016	0	0	0
<b>Thomas X. Vigil</b>					
<a href="#">Vigil &amp; Wright Wedding Reception</a> [3488]	10/29/2016	02/19/2016	300	0	7,500
<b>Total for Manager</b>			<b>2,915</b>	<b>0</b>	<b>120,500</b>
<b>Grand Total(33)</b>			<b>10,208</b>	<b>5,419</b>	<b>1,771,040</b>

# TOURISM

## SANTA FE

Prepared On: 03/17/2016  
Prepared By: David A. Carr

### Leads By User

For Lead Status from Feb 1, 2016 to Feb 29, 2016

<b>April Gallegos (3)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Association for Child Psychoanalysis, Inc</b>					
<a href="#">2018 Annual Meeting</a> [3696]	05/02/2018	02/22/2016	120	202	65,650
<b>ExamSoft Worldwide</b>					
<a href="#">ExamSoft Assessment Conference (EAC) 2017</a> [3684]	06/11/2017	02/12/2016	450	850	276,250
<b>Pacific Educational Group</b>					
<a href="#">Pacific Educational Group Seminar</a> [3685]	04/22/2016	02/17/2016	160	200	65,000
<b>Total for Manager</b>			<b>730</b>	<b>1,252</b>	<b>406,900</b>
<b>Convention Services (2)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Downtown Merchants Association</b>					
<a href="#">Downtown Merchants Association Annual Meeting</a> [3700]	03/08/2016	02/23/2016	0	0	0
<b>Greater Santa Fe Restaurant Association</b>					
<a href="#">Greater Santa Fe Restaurant Association Meeting</a> [3699]	03/17/2016	02/23/2016	0	0	0
<b>Total for Manager</b>			<b>0</b>	<b>0</b>	<b>0</b>
<b>Convention Center Operations (1)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Presbyterian Healthcare Services</b>					
<a href="#">Governor's Prayer Breakfast 2017</a> [3697]	01/25/2017	02/23/2016	500	0	32,500
<b>Total for Manager</b>			<b>500</b>	<b>0</b>	<b>32,500</b>
<b>David A. Carr (1)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Los Alamos National Laboratory</b>					
<a href="#">LANL Study Session</a> [3707]	03/22/2016	02/29/2016	15	0	150
<b>Total for Manager</b>			<b>15</b>	<b>0</b>	<b>150</b>
<b>Joellyn Baca (5)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>American Amateur Baseball Congress' Annual Meeting</b>					
<a href="#">American Amateur Baseball Congress' Annual Meeting 2016</a> [3677]	11/02/2016	02/05/2016	40	155	50,375
<b>American Society of Landscape Architects</b>					
<a href="#">2016 LAAB Summer Meeting</a> [3673]	07/21/2016	02/02/2016	14	42	13,650
<b>National Highway Traffic Safety Administration</b>					
<a href="#">2016 System-Wide Training (SWT)</a> [3680]	12/05/2016	02/08/2016	150	600	195,000
<b>Optical Society of America</b>					
<a href="#">International Conference on Ultrafast Phenomena</a> [3686]	07/16/2016	02/12/2016	350	465	151,125
<b>The Mohawk Group</b>					
<a href="#">Mohawk Group - FWD Trend Event</a> [3705]	10/10/2016	02/29/2016	90	230	74,750
<b>Total for Manager</b>			<b>644</b>	<b>1,492</b>	<b>484,900</b>
<b>Kim Harmon (5)</b>	<b>Meeting Date</b>	<b>Entry Date</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>American Bar Association</b>					
<a href="#">ABA NJC 13 Course Program 2017</a> [3688]	03/05/2017	02/17/2016	55	160	52,000
<b>Jolly Events</b>					
<a href="#">40th Wedding Anniversary Celebration</a> [3678]	07/22/2016	02/05/2016	60	20	3,900
<b>National Academic Advising Association (NACADA)</b>					
<a href="#">NACADA Summer Institute 2017</a> [3704]	06/23/2017	02/29/2016	150	500	162,500

**April Gallegos (3)****National Coal Transportation Association**[NCTA Operations & Maintenance Conference](#) [3683]**University Corporation for Atmospheric Research (UCAR\_**[GLOBE Partner and Diversity Training Workshops](#) [3676]**Total for Manager**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
06/10/2017	02/11/2016	120	300	97,500
05/22/2016	02/05/2016	0	156	50,700
		<b>385</b>	<b>1,136</b>	<b>366,600</b>

**Rosalina Grace (14)****Brenda Chavez**[Vega-Chavez Quinceanera](#) [3702]**City of Santa Fe**[City Manager's Office/IT Training](#) [3701]**Congregation Beit Tikva**[Congregation Beit Tikva Concert/Dinner](#) [3689]**Defense Nuclear Facilities Safety Board**[DNFSB Over Site Board Meeting](#) [3638][DNFSB Over Site Board Meeting](#) [3638]**Gaon Institute**[Book Exchange](#) [3690]**Mayor's Office / City of Santa Fe**[Mayor's Senior Volunteer Recognition Celebration 2016](#) [3698]**National Union of Hospital & Healthcare Workers**[40th Anniversary of the Nurses Union](#) [3602]**New Mexico Farm & Livestock Bureau**[New Mexico Farm & Livestock Bureau 2017](#) [3693][New Mexico Farm & Livestock Bureau 2018](#) [3694]**Noemi Jaquez**[Jaquez Wedding Ceremony & Reception](#) [3674]**Santa Fe Fiesta, Inc**[2016 Fiesta Court Selection](#) [2791][2017 Baile de Mayo](#) [927]**The Cancer Foundation For New Mexico**[12th Annual Sweetheart Auction](#) [3006]**Toni Ornelas**[Ornelas Wedding Reception](#) [3703]**Total for Manager**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/29/2017	02/26/2016	0	0	0
04/25/2016	02/26/2016	15	0	0
09/25/2016	02/18/2016	200	0	13,000
03/22/2016	02/02/2016	0	0	0
02/22/2016	02/02/2016	150	0	1,500
04/17/2016	02/18/2016	300	0	0
04/05/2016	02/23/2016	400	0	26,000
03/19/2016	02/19/2016	400	0	4,000
02/07/2017	02/22/2016	1,000	0	25,000
01/23/2018	02/22/2016	1,000	0	25,000
05/14/2016	02/03/2016	150	0	3,750
05/05/2016	02/23/2016	500	0	0
05/06/2017	02/25/2016	500	0	12,500
02/10/2017	02/15/2016	1,000	0	65,000
06/11/2016	02/26/2016	65	0	1,625
		<b>5,680</b>	<b>0</b>	<b>177,375</b>

**Grand Total(31)****7,954 3,880 1,468,425**





Prepared On: 03/17/2016  
Prepared By: David A. Carr

## Leads By User

For Tentative Status from Feb 1, 2016 to Feb 29, 2016

<b>April Gallegos (1)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Association for Child Psychoanalysis, Inc</b>					
<a href="#">2018 Annual Meeting</a> [3696]	05/02/2018	02/22/2016	120	0	65,650
<b>Total for Manager</b>			<b>120</b>	<b>0</b>	<b>65,650</b>
<b>Convention Services (4)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Greater Santa Fe Restaurant Association</b>					
<a href="#">Greater Santa Fe Restaurant Association Meeting</a> [3699]	→ 03/17/2016	02/23/2016	<del>20</del>	<del>0</del>	0
<b>Institute for Brain Potential</b>					
<a href="#">IBP Seminar</a> [3675]	05/13/2016	02/04/2016	180	0	0
<b>Santa Fe Watershed Association</b>					
<a href="#">Santa Fe Watershed Association Meeting</a> [3671]	03/02/2016	02/01/2016	75	0	750
<b>Wambuiz</b>					
<a href="#">Wambuiz Fundraiser</a> [3691]	02/21/2016	02/18/2016	150	0	3,750
<b>Total for Manager</b>			<b>405</b>	<b>0</b>	<b>4,500</b>
<b>Convention Center Operations (2)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Land Use Department / City of Santa Fe</b>					
<a href="#">Planning Commission Meeting</a> [3687]	03/03/2016	02/15/2016	62	0	0
<b>Presbyterian Healthcare Services</b>					
<a href="#">Governor's Prayer Breakfast 2017</a> [3697]	01/25/2017	02/23/2016	500	0	32,500
<b>Total for Manager</b>			<b>562</b>	<b>0</b>	<b>32,500</b>
<b>David A. Carr (3)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Big Mountain Enduro</b>					
<a href="#">Big Mountain Enduro</a> [3706]	05/18/2016	02/29/2016	300	760	247,000
<b>Los Alamos National Laboratory</b>					
<a href="#">LANL Study Session</a> [3707]	03/22/2016	02/29/2016	15	0	150
<b>National Math Association/Imagine Education</b>					
<a href="#">Midschool Math 2017</a> [3695]	02/28/2017	02/22/2016	500	0	0
<b>Total for Manager</b>			<b>815</b>	<b>760</b>	<b>247,150</b>
<b>Joellyn Baca (2)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>American Society of Landscape Architects</b>					
<a href="#">2016 LAAB Summer Meeting</a> [3673]	07/21/2016	02/02/2016	14	39	12,675
<b>Optical Society of America</b>					
<a href="#">International Conference on Ultrafast Phenomena</a> [3686]	07/16/2016	02/12/2016	350	0	151,125
<b>Total for Manager</b>			<b>364</b>	<b>39</b>	<b>163,800</b>
<b>Melanie Moore (3)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission Meeting</a> [3682]	02/12/2016	02/11/2016	20	0	0
<b>City Manager's Office / City of Santa Fe</b>					
<a href="#">City Manager Meeting</a> [3672]	02/09/2016	02/02/2016	6	0	0
<b>Geronimo Restaurant</b>					
<a href="#">Eric DiStefano Memorial</a> [3681]	02/15/2016	02/10/2016	800	0	20,000

<b>April Gallegos (1)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Total for Manager</b>			<b>826</b>	<b>0</b>	<b>20,000</b>
<b>Rosalina Grace (12)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Brenda Chavez</b>					
<a href="#">Vega-Chavez Quinceanera</a> [3702]	04/29/2017	02/26/2016	0	0	0
<b>City of Santa Fe</b>					
<a href="#">City Manager's Office/IT Training</a> [3701]	04/25/2016	02/26/2016	15	0	0
<b>Congregation Beit Tikva</b>					
<a href="#">Congregation Beit Tikva Concert/Dinner</a> [3689]	09/25/2016	02/18/2016	200	0	13,000
<b>Gaon Institute</b>					
<a href="#">Book Exchange</a> [3690]	04/17/2016	02/18/2016	300	0	0
<b>Lanell Tweddle</b>					
<a href="#">Roybal and Archuleta Wedding</a> [3679]	12/10/2016	02/08/2016	400	0	26,000
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">Mayor's Senior Volunteer Recognition Celebration 2016</a> [3698]	04/04/2016	02/23/2016	400	0	26,000
<b>New Mexico Farm &amp; Livestock Bureau</b>					
<a href="#">New Mexico Farm &amp; Livestock Bureau 2017</a> [3693]	02/07/2017	02/22/2016	1,000	0	25,000
<a href="#">New Mexico Farm &amp; Livestock Bureau 2018</a> [3694]	01/23/2018	02/22/2016	1,000	0	25,000
<b>Noemi Jaquez</b>					
<a href="#">Jaquez Wedding Ceremony &amp; Reception</a> [3674]	05/14/2016	02/03/2016	150	0	3,750
<b>Santa Fe Community Foundation</b>					
<a href="#">35th Anniversary Birthday Party</a> [3692]	07/16/2016	02/19/2016	250	0	16,250
<b>Santa Fe Fiesta, Inc</b>					
<a href="#">2017 Baile de Mayo</a> [927]	05/06/2017	02/25/2016	500	0	12,500
<b>Toni Ornelas</b>					
<a href="#">Ornelas Wedding Reception</a> [3703]	06/11/2016	02/26/2016	65	0	1,625
<b>Total for Manager</b>			<b>4,280</b>	<b>0</b>	<b>149,125</b>
<b>Grand Total(27)</b>			<b>7,372</b>	<b>799</b>	<b>682,725</b>

# TOURISM

## SANTA FE

Prepared On: 03/17/2016  
Prepared By: David A. Carr

### Leads By User

For Confirmed Status from Feb 1, 2015 to Feb 28, 2015

David A. Carr (6)	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>Dual Language of New Mexico</b>					
<a href="#">La Cosecha 2016</a> [2006]	11/08/2016	02/10/2015	2,600	2,800	910,000
<b>Migration 2015</b>					
<a href="#">Migration Conference 2015</a> [1055]	09/12/2015	02/09/2014	0	0	0
<b>National Math Association/Imagine Education</b>					
<a href="#">2015 MidSchool Math National Conference-Stop The Drop</a> [2728]	02/25/2015	10/31/2014	0	291	94,575
<b>New Mexico Consortium</b>					
<a href="#">20 Years of Quantum Dots at Los Alamos</a> [2901]	04/12/2015	02/04/2015	170	430	139,750
<b>New Mexico Hospitality Association</b>					
<a href="#">2015 Governor's Conference on Tourism</a> [2755]	04/27/2015	02/06/2015	-103	0	0
<a href="#">2015 Governor's Conference on Tourism</a> [2755]	04/27/2015	02/06/2015	353	550	178,750
<b>New Mexico School Board</b>					
<a href="#">New Mexico School Board Association Annual Meeting</a> [2973]	02/18/2015	02/04/2015	350	260	0
<b>Total for Manager</b>			<b>3,370</b>	<b>4,331</b>	<b>1,323,075</b>
<b>Kim Harmon (1)</b>					
<b>Santa Fe Trail Association</b>					
<a href="#">Santa Fe Trail Association 2015 Annual Meeting</a> [1403]	09/17/2015	05/14/2013	0	330	107,250
<b>Total for Manager</b>			<b>0</b>	<b>330</b>	<b>107,250</b>
<b>Melanie Moore (15)</b>					
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission - Grant Panel</a> [3224]	04/29/2015	02/10/2015	30	0	0
<a href="#">Arts Commission Strategic Organization Gathering</a> [3244]	03/05/2015	02/20/2015	70	0	0
<a href="#">Arts Commission Strategic Organization Gathering</a> [3244]	03/05/2015	02/20/2015	5	0	0
<b>Ben Rountree</b>					
<a href="#">7th Grader Film Project - Ben Rountree</a> [3222]	02/13/2015	02/12/2015	7	0	70
<b>Christus St Vincent Regional Medical Center</b>					
<a href="#">Christus Holiday Party 2015</a> [3173]	12/17/2015	02/12/2015	1,200	0	78,000
<b>City Attorney's Office / City of Santa Fe</b>					
<a href="#">Arbitration Hearing</a> [3195]	04/13/2015	02/02/2015	12	0	0
<b>Fire Department / City of Santa Fe</b>					
<a href="#">Christus / Fire Department Family Fun Festival 2015</a> [3135]	08/07/2015	02/12/2015	2,500	0	0
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/16/2015	12	0	0
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/16/2015	-20	0	0
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/16/2015	200	0	0
<b>Human Resources / City of Santa Fe</b>					
<a href="#">Union Negotiations</a> [3219]	02/04/2015	02/04/2015	8	0	0
<a href="#">Union Negotiations</a> [3221]	02/11/2015	02/05/2015	8	0	0
<b>ITT / City of Santa Fe</b>					
<a href="#">ITT Process Improvement Training</a> [3216]	02/09/2015	02/02/2015	15	0	0
<b>Mayor's Office / City of Santa Fe</b>					
<a href="#">State Of The City Address 2015</a> [3143]	02/03/2015	01/05/2015	0	0	0
<b>Police Department / City of Santa Fe</b>					
<a href="#">SFPD Promotional Assessments</a> [3231]	03/23/2015	02/18/2015	15	0	0
<b>Public Works / City of Santa Fe</b>					
<a href="#">ENN E. Alameda Improvements pt. 1</a> [3237]	03/09/2015	02/17/2015	50	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">SantaFe.org Training Part 1</a> [3226]	02/23/2015	02/10/2015	20	0	0

<b>David A. Carr (6)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<a href="#">SantaFe.org Training Part 2</a> [3227]	03/09/2015	02/10/2015	-8	0	0
<a href="#">SantaFe.org Training Part 2</a> [3227]	03/09/2015	02/10/2015	20	0	0
<b>Total for Manager</b>			<b>4,144</b>	<b>0</b>	<b>78,070</b>
<b>Rosalina Grace (7)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Carmela Aldeis</b>					
<a href="#">Aldeis Retirement Reception</a> [3205]	03/07/2015	02/13/2015	0	0	0
<b>Donna Ruddy</b>					
<a href="#">Ruddy &amp; Franco Wedding Reception</a> [3249]	10/03/2015	02/25/2015	300	0	7,500
<b>La Sociedad Folklorica de Nuevo Mexico</b>					
<a href="#">Baile de los Cascarones 2018</a> [3230]	04/27/2019	02/11/2015	400	0	0
<b>Representative Brain Egoft</b>					
<a href="#">Town Hall Meeting</a> [3247]	02/21/2015	02/25/2015	100	0	1,000
<b>Rivera Family Funerals &amp; Cremations</b>					
<a href="#">Charlie Maxwell Funeral Services</a> [3243]	02/22/2015	02/19/2015	500	0	0
<b>State of New Mexico</b>					
<a href="#">Children Youth &amp; Family Dept</a> [3210]	02/23/2015	02/10/2015	400	0	0
<b>Wendy Katzman Wedding</b>					
<a href="#">Wendy Katzman Wedding</a> [3078]	10/11/2015	02/18/2015	100	0	6,500
<b>Total for Manager</b>			<b>1,800</b>	<b>0</b>	<b>15,000</b>
<b>Grand Total(29)</b>			<b>9,314</b>	<b>4,661</b>	<b>1,523,395</b>

# TOURISM

## SANTA FE

Prepared On: 03/17/2016  
Prepared By: David A. Carr

### Leads By User

For Lead Status from Feb 1, 2015 to Feb 28, 2015

David A. Carr (12)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>AECOM Technology Corporation</b>					
<a href="#">AECOM - HPT Leadership Planning</a> [3218]	03/10/2015	02/03/2015	40	34	11,050
<b>Economic Development / City of Santa Fe</b>					
<a href="#">Model United Nations</a> [3236]	11/02/2015	02/17/2015	500	500	162,500
<b>Flow Science, Inc.</b>					
<a href="#">2015 International Associates Meeting</a> [3233]	10/12/2015	02/13/2015	50	45	14,625
<b>Heartland Financial</b>					
<a href="#">Heartland Retail Conference</a> [3217]	04/20/2015	02/03/2015	0	75	24,375
<b>Institute of Electrical and Electronics Engineers</b>					
<a href="#">IEEE LTSW 2016</a> [3239]	02/07/2016	02/17/2015	0	180	58,500
<b>Krell Institute</b>					
<a href="#">Board Meeting</a> [3235]	03/02/2016	02/17/2015	0	32	10,400
<b>Los Alamos National Laboratory</b>					
<a href="#">INFO 2015</a> [3238]	07/12/2015	02/17/2015	40	150	48,750
<b>Lubbock Chamber of Commerce</b>					
<a href="#">Board Retreat</a> [3248]	07/30/2015	02/25/2015	0	-5	-1,625
<a href="#">Board Retreat</a> [3248]	07/30/2015	02/25/2015	25	60	19,500
<b>New Mexico School Board</b>					
<a href="#">New Mexico School Board Association Annual Meeting</a> [2973]	02/18/2015	08/05/2014	0	-60	0
<b>Sandia National Laboratory</b>					
<a href="#">Sandia Labs Shale Science Conference Workshop</a> [3213]	06/08/2015	01/29/2015	0	0	0
<b>Southwest Airlines</b>					
<a href="#">Claims Review Meeting</a> [3228]	04/13/2015	02/12/2015	15	45	14,625
<b>Western Association of Veterans Education Specialists (WAVES)</b>					
<a href="#">Western Association of Veterans Education Specialists Annual Conference</a> [3229]	07/22/2016	02/10/2015	0	2,476	804,700
<b>Total for Manager</b>			<b>670</b>	<b>3,532</b>	<b>1,167,400</b>

Kim Harmon (3)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>American Bar Association</b>					
<a href="#">2017 RPTE Fall Leadership Meeting</a> [3245]	10/04/2017	02/24/2015	200	573	186,225
<b>Interstate Technology &amp; Regulatory Council (ITRC)</b>					
<a href="#">ITRC Annual Kick Off Meeting 2016</a> [3242]	02/01/2016	02/19/2015	25	70	22,750
<b>The Meteoritical Society</b>					
<a href="#">Meteoritical Society Annual Conference 2017</a> [3079]	07/22/2017	02/19/2015	600	3,600	1,170,000
<b>Total for Manager</b>			<b>825</b>	<b>4,243</b>	<b>1,378,975</b>

Randy Randall (1)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>Great Race</b>					
<a href="#">Great Race</a> [3240]	06/23/2015	02/18/2015	400	0	26,000
<b>Total for Manager</b>			<b>400</b>	<b>0</b>	<b>26,000</b>

Rosalina Grace (9)	Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
<b>Donna Ruddy</b>					
<a href="#">Ruddy &amp; Franco Wedding Reception</a> [3249]	10/03/2015	02/25/2015	300	0	7,500
<b>Kitchen Angels</b>					
<a href="#">Kitchen Angels Collectable Box Auction 2015</a> [2871]	10/02/2015	05/30/2014	350	0	8,750
<b>La Sociedad Folklorica de Nuevo Mexico</b>					

**David A. Carr (12)**[Baile de los Cascarones 2018](#) [3230]**Molly Flelds**[Fields & Martinez Wedding Recepton](#) [3069][Fields & Martinez Wedding Recepton](#) [3069]**New Mexico School for the Arts**[NM School for the Arts Graduation 2015](#) [2927]**Representative Brain Egoft**[Town Hall Meeting](#) [3247]**Rivera Family Funerals & Cremations**[Charlie Maxwell Funeral Services](#) [3243]**Stein & Brockmann**[Deposition](#) [3250]**The Food Depot**[Souper Bowl 2016](#) [2715]**Total for Manager****Grand Total(25)**

Meeting Date	Entry Date	Delegates	Total Room Nights	Econ Value
04/27/2019	02/11/2015	400	0	0
04/23/2016	02/17/2015	0	0	0
04/16/2016	02/17/2015	0	0	0
06/01/2015	02/19/2015	600	0	15,000
02/21/2015	02/25/2015	100	0	1,000
02/22/2015	02/19/2015	500	0	0
03/11/2015	02/27/2015	20	0	200
01/30/2016	02/20/2015	1,000	0	25,000
		<b>3,270</b>	<b>0</b>	<b>57,450</b>
		<b>5,165</b>	<b>7,775</b>	<b>2,629,825</b>

# TOURISM

## SANTA FE

Prepared On: 03/17/2016  
Prepared By: David A. Carr

### Leads By User

For Tentative Status from Feb 1, 2015 to Feb 28, 2015

	Meeting Date	Date Definite	Delegates	Total Room Nights	Econ Value
<b>David A. Carr (6)</b>					
<b>AECOM Technology Corporation</b>					
<a href="#">AECOM - HPT Leadership Planning</a> [3218]	03/10/2015	02/03/2015	40	124	40,300
<b>Heartland Financial</b>					
<a href="#">Heartland Retail Conference</a> [3217]	05/26/2015	02/03/2015	30	0	0
<b>Krell Institute</b>					
<a href="#">Board Meeting</a> [3235]	03/02/2016	02/17/2015	0	0	10,400
<b>Lubbock Chamber of Commerce</b>					
<a href="#">Board Retreat</a> [3248]	07/30/2015	02/25/2015	25	61	19,825
<b>Southwest Airlines</b>					
<a href="#">Claims Review Meeting</a> [3228]	04/13/2015	02/10/2015	15	45	14,625
<b>Western Association of Veterans Education Specialists (WAVES)</b>					
<a href="#">Western Association of Veterans Education Specialists Annual Conference</a> [3229]	07/22/2016	02/10/2015	0	0	804,700
<b>Total for Manager</b>			<b>110</b>	<b>230</b>	<b>889,850</b>
<b>Kim Harmon (1)</b>					
<b>The Meteoritical Society</b>					
<a href="#">Meteoritical Society Annual Conference 2017</a> [3079]	07/22/2017	02/19/2015	600	3,390	1,101,750
<b>Total for Manager</b>			<b>600</b>	<b>3,390</b>	<b>1,101,750</b>
<b>Melanie Moore (14)</b>					
<b>Arts Commission / City of Santa Fe</b>					
<a href="#">Arts Commission - Grant Panel</a> [3224]	04/29/2015	02/10/2015	30	0	0
<a href="#">Arts Commission Strategic Organization Gathering</a> [3244]	03/05/2015	02/20/2015	75	0	0
<b>Ben Rountree</b>					
<a href="#">7th Grader Film Project - Ben Rountree</a> [3222]	02/13/2015	02/06/2015	7	0	70
<b>Economic Development / City of Santa Fe</b>					
<a href="#">Santa Fe Export Seminar - Workshop to Mexico</a> [3225]	04/22/2015	02/10/2015	20	0	0
<b>Fire Department / City of Santa Fe</b>					
<a href="#">SFFD: Cadet Testing</a> [3220]	03/05/2015	02/04/2015	192	0	0
<b>Housing &amp; Community Development / City of Santa Fe</b>					
<a href="#">City of Santa Fe Customer Service Training</a> [3234]	03/03/2015	02/16/2015	30	0	0
<b>Human Resources / City of Santa Fe</b>					
<a href="#">Union Negotiations</a> [3219]	02/04/2015	02/04/2015	8	0	0
<a href="#">Union Negotiations</a> [3221]	02/11/2015	02/05/2015	8	0	0
<b>Police Department / City of Santa Fe</b>					
<a href="#">SFPD Promotional Assessments</a> [3231]	03/23/2015	02/12/2015	15	0	0
<b>Public Works / City of Santa Fe</b>					
<a href="#">ENN E. Alameda Improvements pt. 1</a> [3237]	03/09/2015	02/17/2015	50	0	0
<a href="#">ENN E. Alameda Improvements pt. 2</a> [3241]	05/21/2015	02/18/2015	50	0	0
<b>Tourism Santa Fe CVB/City of Santa Fe</b>					
<a href="#">SantaFe.org Training Part 1</a> [3226]	02/23/2015	02/10/2015	20	0	0
<a href="#">SantaFe.org Training Part 2</a> [3227]	03/09/2015	02/10/2015	12	0	0
<a href="#">Tourism SFE - Business Partner Meetings</a> [3223]	03/02/2015	02/09/2015	25	0	0
<b>Total for Manager</b>			<b>542</b>	<b>0</b>	<b>70</b>

<b>David A. Carr (6)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Randy Randall (1)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Great Race</b>					
<a href="#">Great Race</a> [3240]	06/23/2015	02/18/2015	400	0	26,000
<b>Total for Manager</b>			<b>400</b>	<b>0</b>	<b>26,000</b>
<b>Rosalina Grace (8)</b>	<b>Meeting Date</b>	<b>Date Definite</b>	<b>Delegates</b>	<b>Total Room Nights</b>	<b>Econ Value</b>
<b>Acequia Madre Elementary PTC</b>					
<a href="#">Acequia Madre Elementary Fundraiser 2015</a> [3056]	11/07/2015	02/06/2015	400	0	26,000
<b>Donna Ruddy</b>					
<a href="#">Ruddy &amp; Franco Wedding Reception</a> [3249]	10/03/2015	02/25/2015	300	0	7,500
<b>Georgia O'Keeffe Museum</b>					
<a href="#">Panel Discussion</a> [3246]	07/17/2015	02/24/2015	30	0	300
<b>La Sociedad Folklorica de Nuevo Mexico</b>					
<a href="#">Baile de los Cascarones 2018</a> [3230]	04/27/2019	02/11/2015	400	0	0
<b>Presbyterian Healthcare Services</b>					
<a href="#">Governor's Prayer Breakfast 2016</a> [3232]	01/27/2016	02/13/2015	500	0	32,500
<b>Representative Brain Ego</b>					
<a href="#">Town Hall Meeting</a> [3247]	02/21/2015	02/25/2015	100	0	1,000
<b>Rivera Family Funerals &amp; Cremations</b>					
<a href="#">Charlie Maxwell Funeral Services</a> [3243]	02/22/2015	02/19/2015	500	0	0
<b>Stein &amp; Brockmann</b>					
<a href="#">Deposition</a> [3250]	03/11/2015	02/27/2015	20	0	200
<b>Total for Manager</b>			<b>2,250</b>	<b>0</b>	<b>67,500</b>
<b>Grand Total(30)</b>			<b>3,902</b>	<b>3,620</b>	<b>2,085,170</b>



# Report: Simple Pace

Years: 3



Annual Pace	2013	2014	2015	2016	2017	2018	Total
Consumption (Definite Room Nights)							
Definite Room Nights	16,919	25,954	29,117	29,689	13,947	404	116,030
Target	25,563	25,563	25,563	21,341	7,324	2,054	107,408
Variance	-8,644	391	3,554	8,348	6,623	-1,650	8,622
Historical Avg	25,563	25,563	25,563	25,563	25,563	25,563	153,378
Events	258	254	237	141	11	2	903
Pace Percentage	66.19%	101.53%	113.90%	139.12%	190.43%	19.67%	108%
Demand							
Total RNS	67,635	64,124	67,794	69,714	58,029	11,273	338,569
Target	69,318	69,318	69,318	41,054	16,228	3,242	268,478
Variance	-1,683	-5,194	-1,524	28,660	41,801	8,031	70,091
Historical Avg	69,318	69,318	69,318	69,318	69,318	69,318	415,908
Conversion Percentage	25.37%	40.67%	43.43%	49.15%	38.74%	34.71%	39%
Historical Avg	37	37	37	37	37	37	37

2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													

2013	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Definite Room Nights</b>	0	0	513	2,467	1,362	1,002	3,381	1,344	1,387	4,913	500	50	16,919
<b>Target</b>	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
<b>Variance</b>	-2,929	-2,402	-962	350	-576	-1,184	617	79	-1,008	1,204	-1,754	-79	-8,644
<b>Historical Monthly Avg</b>	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
<b>Pace Percentage</b>	0.00%	0.00%	34.78%	116.53%	70.28%	45.84%	122.32%	106.25%	57.91%	132.46%	22.18%	38.76%	66%
<b>Demand</b>													
<b>Total RNs</b>	0	0	5,247	6,740	3,444	11,376	8,806	2,864	10,865	11,507	6,736	50	67,635
<b>Target</b>	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
<b>Variance</b>	-5,427	-3,072	169	1,867	-1,066	4,017	1,649	-4,877	2,383	2,639	114	-79	-1,683
<b>Historical Avg</b>	5,427	3,072	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	69,318
<b>Conversion</b>													
<b>Tentative Room Nights</b>	0	0	0	0	0	0	300	0	0	210	440	0	950
<b>Lost Room Nights</b>	0	0	4,734	4,273	2,082	10,374	5,125	1,520	9,478	6,384	5,796	0	49,766
<b>Conversion Percentage</b>	0.00%	0.00%	9.80%	36.60%	39.50%	8.80%	39.70%	46.90%	12.80%	43.50%	7.90%	100.00%	25%



2014	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Consumption (Definite Room Nights)</b>													
<b>Definite Room Nights</b>	2,570	2,792	2,514	1,202	2,702	2,178	2,790	1,633	1,803	2,039	3,535	196	25,954
<b>Target</b>	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
<b>Variance</b>	-359	390	1,039	-915	764	-8	26	368	-592	-1,670	1,281	67	391
<b>Historical Monthly Avg</b>	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
<b>Pace Percentage</b>	87.74%	116.24%	170.44%	56.78%	139.42%	99.63%	100.94%	129.09%	75.28%	54.97%	156.83%	151.94%	102%
<b>Demand</b>													
<b>Total RNs</b>	5,416	3,032	4,700	3,917	6,750	3,178	7,224	9,288	8,416	8,472	3,535	196	64,124
<b>Target</b>	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
<b>Variance</b>	-11	-40	-378	-956	2,240	-4,181	67	1,547	-66	-396	-3,087	67	-5,194
<b>Historical Avg</b>	5,427	3,072	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	69,318
<b>Conversion</b>													
<b>Tentative Room Nights</b>	0	0	0	0	0	0	0	0	310	0	0	0	310
<b>Lost Room Nights</b>	2,846	240	2,186	2,715	4,048	1,000	4,434	7,655	6,303	6,433	0	0	37,860
<b>Conversion Percentage</b>	47.50%	92.10%	53.50%	30.70%	40.00%	68.50%	38.60%	17.60%	22.20%	24.10%	100.00%	100.00%	41%



2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Consumption (Definite Room Nights)</b>													
Definite Room Nights	4,649	1,272	1,399	2,684	1,751	3,379	2,122	818	3,996	4,177	2,727	143	29,117
Target	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
Variance	1,720	-1,130	-76	567	-187	1,193	-642	-447	1,601	468	473	14	3,554
Historical Monthly Avg	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
Pace Percentage	158.72%	52.96%	94.85%	126.78%	90.35%	154.57%	76.77%	64.66%	166.85%	112.62%	120.98%	110.85%	114%
<b>Demand</b>													
Total RNs	6,967	1,672	5,288	3,964	3,336	7,524	5,441	11,071	6,166	6,626	9,596	143	67,794
Target	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
Variance	1,540	-1,400	210	-909	-1,174	165	-1,716	3,330	-2,316	-2,242	2,974	14	-1,524
Historical Avg	5,427	3,072	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	69,318
<b>Conversion</b>													
Tentative Room Nights	0	0	0	30	300	0	214	0	0	210	0	0	754
Lost Room Nights	2,318	400	3,889	1,250	1,285	4,145	3,105	10,253	2,170	2,239	6,869	0	37,923
Conversion Percentage	66.70%	76.10%	26.50%	68.20%	57.70%	44.90%	40.60%	7.40%	64.80%	65.10%	28.40%	100.00%	43%



2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Consumption (Definite Room Nights)</b>													
Definite Room Nights	1,570	3,144	348	2,558	2,791	4,635	1,620	1,964	2,484	3,925	4,650	0	29,689
Target	2,929	2,402	1,441	2,021	1,735	1,843	2,251	989	1,770	2,534	1,353	72	21,341
Variance	-1,359	742	-1,093	537	1,056	2,792	-631	975	714	1,391	3,297	-72	8,348
Historical Monthly Avg	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
Pace Percentage	53.60%	130.89%	24.14%	126.57%	160.89%	251.54%	71.95%	198.49%	140.33%	154.87%	343.62%	0.00%	139%
<b>Demand</b>													
Total RNs	3,898	4,512	3,013	7,047	3,994	8,632	10,330	4,009	7,367	9,269	6,282	1,361	69,714

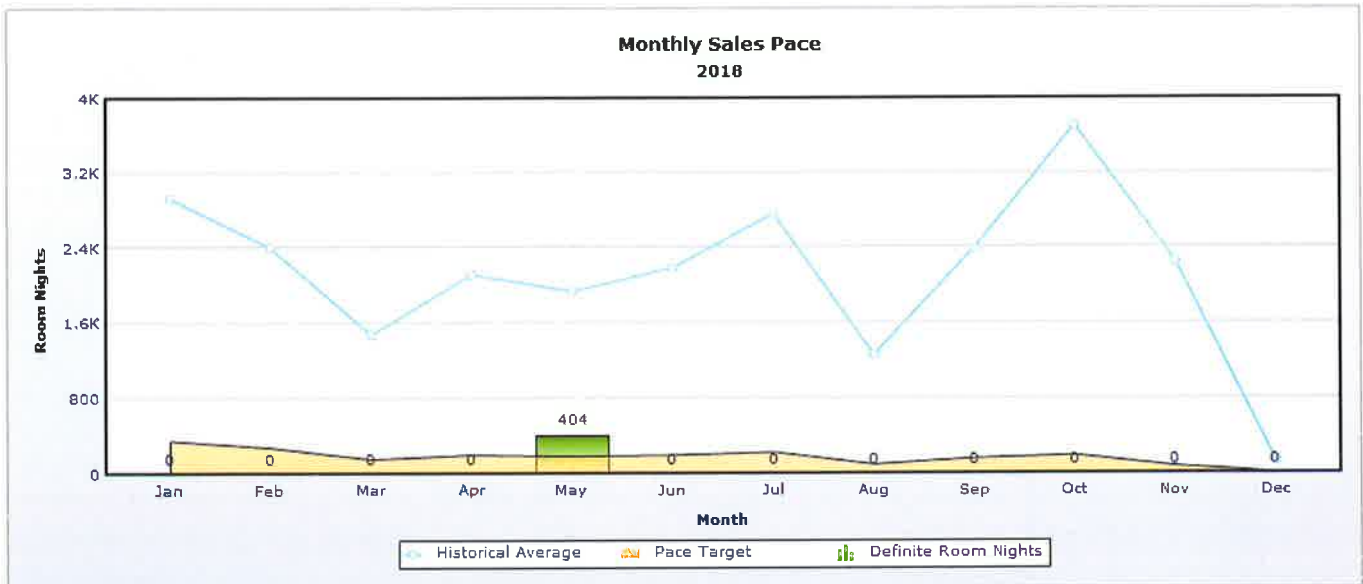
2016	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Target	2,929	2,402	1,441	2,021	1,735	1,843	2,251	989	1,770	2,534	1,353	72	21,341
Variance	-1,529	1,440	20	4,206	1,395	4,478	6,429	-61	2,994	4,854	3,133	1,301	28,660
Historical Avg	5,427	3,072	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	69,318
Conversion													
Tentative Room Nights	60	0	132	0	680	1,637	2,724	490	999	955	395	1,241	9,313
Lost Room Nights	2,268	1,368	2,533	4,489	523	2,360	5,986	1,555	3,884	4,389	1,237	120	30,712
Conversion Percentage	40.90%	69.70%	12.10%	36.30%	84.20%	66.30%	21.30%	55.80%	39.00%	47.20%	79.00%	0.00%	49%



2017	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
Consumption (Definite Room Nights)													
Definite Room Nights	0	0	2,328	0	0	600	8,969	2,050	0	0	0	0	13,947
Target	1,376	1,014	563	741	646	567	671	271	469	614	373	20	7,324
Variance	-1,376	-1,014	1,765	-741	-646	33	8,298	1,779	-469	-614	-373	-20	6,623
Historical Monthly Avg	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
Pace Percentage	0.00%	0.00%	413.73%	0.00%	0.00%	105.86%	1,336.95%	756.24%	0.00%	0.00%	0.00%	0.00%	190%
Demand													
Total RNs	1,815	2,525	5,550	4,927	255	6,837	13,521	2,756	2,565	16,077	1,201	0	58,029
Target	1,376	1,014	563	741	646	567	671	271	469	614	373	20	7,324
Variance	-496	1,312	3,686	3,295	-1,021	5,195	12,033	1,394	1,236	14,841	341	-16	41,801
Historical Avg	5,427	3,072	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	69,318
Conversion													
Tentative Room Nights	1,815	2,525	1,765	4,467	255	5,032	0	706	2,415	1,848	1,201	0	22,029
Lost Room Nights	0	0	1,457	460	0	1,205	4,552	0	150	14,229	0	0	22,053
Conversion Percentage	0.00%	0.00%	61.50%	0.00%	0.00%	33.20%	66.30%	100.00%	0.00%	0.00%	0.00%	0.00%	39%



2018	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec	Total
<b>Consumption (Definite Room Nights)</b>													
Definite Room Nights	0	0	0	0	404	0	0	0	0	0	0	0	404
Target	346	272	147	195	178	190	223	88	157	184	71	4	2,054
Variance	-346	-272	-147	-195	226	-190	-223	-88	-157	-184	-71	-4	-1,650
Historical Monthly Avg	2,929	2,402	1,475	2,117	1,938	2,186	2,764	1,265	2,395	3,709	2,254	129	25,563
Pace Percentage	0.00%	0.00%	0.00%	0.00%	226.71%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	20%
<b>Demand</b>													
Total RNs	2,360	0	0	320	3,393	1,885	760	0	1,955	0	600	0	11,273
Target	346	272	147	195	178	190	223	88	157	184	71	4	2,054
Variance	1,721	-306	-419	31	3,176	1,587	548	-223	1,711	-242	449	-2	8,031
Historical Avg	5,427	3,072	5,078	4,873	4,510	7,359	7,157	7,741	8,482	8,868	6,622	129	69,318
<b>Conversion</b>													
Tentative Room Nights	2,360	0	0	320	2,989	1,885	0	0	1,955	0	600	0	10,109
Lost Room Nights	0	0	0	0	0	0	760	0	0	0	0	0	760
Conversion Percentage	0.00%	0.00%	0.00%	0.00%	100.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	35%



#### Legend

##### Conversion

**Variance** Difference Between The Booked Room Nights And Your Pace Target.

**Pace Percentage** Percent Of Your Target Met For The Given Year. A Number Over 100% Implies You Are Pacing Ahead Of Your Typical Demand For The Year.

**Historical Avg** Average Total Demand Per Year Based On An Analysis Of The Previous 3 Years Of Meetings

**Tentative** Total Room Nights Requested For Events Beginning In The Given Month Or Year

##### Demand

**Variance** Difference Between Current Demand Figures And Your Demand Target

**Pace Percentage** Percent Of Your Target Met For The Given Year. A Number Over 100% Implies You Are Pacing Ahead Of Your Typical Demand For The Year.

**Historical Avg** Average Total Demand Per Year Based On An Analysis Of The Previous 36 Months Of Meetings.

**Definite** Total Room Nights Requested For Events Beginning In The Given Month Or Year

**Target** Total Room Nights Requested, Anticipated At This Time Based On An Analysis Of The Previous 3 Years Of Meetings, Accounting For What Percentage Of Your Business Typically Issues An Rfp That Far In Advance. For Example, If 28% Of Your Business Typically Books 30 Months In Advance, Then Your Target For 30 Months From The Start Of The Current Month Would Be 28% Of Your Historical Average For That Month

##### Consumption

**Variance** Difference Between The Actual Room Nights Booked And Your Pace Target

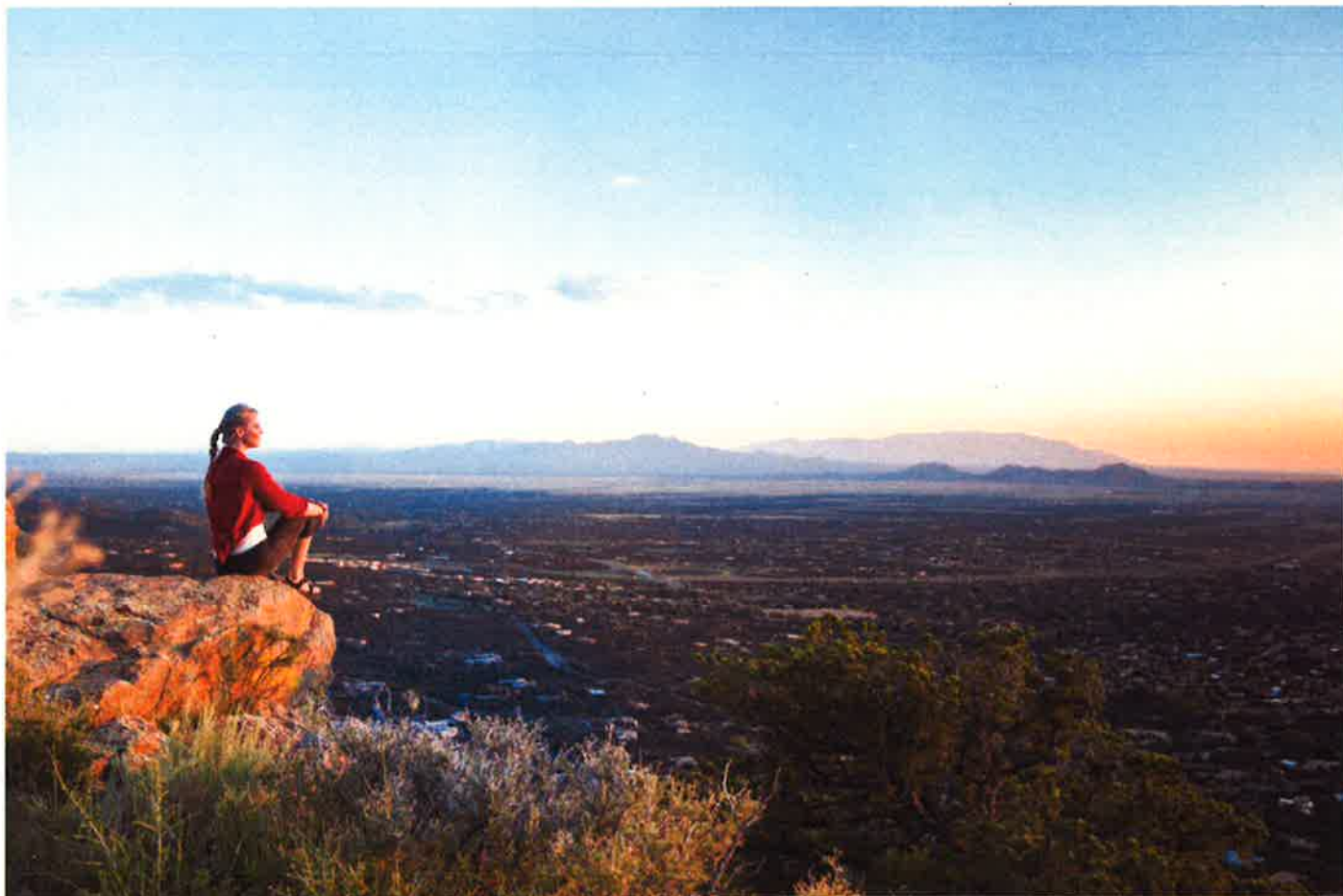
**Pace Percentage** Percent Of Your Target Met For The Given Period. A Number Over 100% Implies You Are Currently Pacing Ahead. A Number Under 100% Means That You Are Currently Behind Your Pace For That Period

**Historical Avg** For The Annual Figures, This Is The Average Room Nights Booked Per 12 Month Period Based On An Analysis Of The Previous X Months Of Events. For The Monthly Figures, It Is The Average Room Nights Booked During That Month Over The Past 3 Years.

**Definite** Booked Room Nights Associated With Events That Are Beginning In The Given Year/month

**Target** Booked Room Nights Anticipated At This Time Based On An Analysis Of The Previous 3 Years Of Meetings, Accounting For What Percentage Of Your Business Typically Books That Far In Advance. For Example, If 28% Of Your Business Typically Books 30 Months In Advance, Then Your Target For 30 Months From The Start Of The Current Month Would Be 28% Of Your Historical Average For That Month





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## EXPERIENCE THE MAGIC THAT IS SANTA FE

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JOIN US FOR OUR SPRING FAM TRIP

TUESDAY, MAY 10TH - FRIDAY, MAY 13TH

PLEASE RSVP BY

FRIDAY, APRIL 15TH, 2016

CONTACT DAVID CARR

505-955-6206 or [dacarr@santafenm.gov](mailto:dacarr@santafenm.gov)



# TOURISM

## SANTA FE

### Spring Familiarization Tour Tuesday, May 10<sup>th</sup> - Friday, May 13<sup>th</sup>

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#### Tuesday, May 10<sup>th</sup>

##### Arrivals

- 5:00pm Meet members of your Host Hotel in the lobby for a walk to the [Santa Fe Community Convention Center](#) for a Tour of the Convention Center
- 5:00pm- 6:30pm Welcome Reception with a 'Taste of Santa Fe' on the Convention Center upper Terrace with Entertainment by **Mito de Soto** and a Greeting from Mayor Javier M. Gonzales, City Manager, Brian Snyder and Executive Director of TOURISM Santa Fe, Randy Randall
- 7:00pm – 9:00pm [Dinner and Site Tour at Eldorado Hotel & Spa](#)

#### Wednesday, May 11<sup>th</sup>

- 7:45am **Hotel Santa Fe's shuttle to pick you up in your hotel lobby**
- 8:00am – 9:30am [Breakfast and Site Tour at Hotel Santa Fe Hacienda and Spa](#)
- 9:30am – 10:45am **Walking Tour of the Historic Santa Fe Plaza with Peter Weiss**

✿ *Walk through more than 400 years of history, art, and culture. Our guide, Peter Weiss, presents an extraordinary introduction to Santa Fe and provides an entertaining, humorous, and accurate portrayal of the "City Different." Visit the historic Plaza and the Palace of the Governors (whose occupants have included government and military leaders from Spain, Mexico, the Confederacy, the U.S. and Indian nations). Learn about St. Francis Cathedral, and explore the Loretto Chapel and its miraculous staircase; the oldest church; and other major Santa Fe historical sites. (**Peter Weiss**, an artist and writer, has been exploring the hidden corners of Santa Fe and northern New Mexico for over thirty years.)*

- 10:45am – 1:00pm **Private Docent Tour of the Georgia O'Keeffe Museum followed by the Santa Fe School of Cooking**

##### **The Georgia O'Keeffe Museum**

The Santa Fe museum opened in July 1997, eleven years after the death of the artist from whom it takes its name and is the only museum in the United States dedicated to an internationally-known woman artist. From her first trip to New Mexico in 1929 to her permanent move to Abiquiu in 1949 until her death in Santa Fe in 1986,

O'Keeffe was devoted to creating imagery that expressed what she called "the wideness and wonder of the world as I live in it." The Museum's collection of over 3,000 works comprises 1,149 O'Keeffe paintings, drawings, and sculptures that date from 1901 to 1984, the year failing eyesight forced O'Keeffe into retirement. The Georgia O'Keeffe Museum is the largest single repository of O'Keeffe's work in the world.

#### **The Santa Fe School of Cooking**

Discover some of Georgia O'Keeffe's ideas about food and cooking. One of the entertaining and informative SFSC chefs and James Beard award-winning cookbook author, Lois Ellen Frank, will guide you through some of Ms. O'Keeffe's recipes featured in the book, "A Painters Kitchen: Recipes from the Kitchen of Georgia O'Keeffe by Margaret Wood." Ms. O'Keeffe had a unique perspective on food for the time in which she lived, savoring and focusing on simple foods that were in season and grown and handled with care. As a very special treat, Margaret will also be on hand to share personal stories and insights to into Georgia O'Keeffe's life, perspective on food and of course art, as she was her assistant for several years.

1:20pm – 2:50pm      **Lunch** and Site Tour at **the Drury Plaza**

3:00pm – 5:00pm      **Free Time OR Spa Treatment**

5:00pm- 6:15pm      **Reception** and Site Tour at **the Sage Inn**

6:30pm – 8:30pm      **Dinner** and Site Tour at **La Posada de Santa Fe Resort & Spa**

8:30pm – 10:00pm      **Night Sky Viewing**

#### **Astronomy Adventures**

Astronomer Peter Lipscomb introduces an adventure that goes far beyond the ordinary -- experiencing the grandeur of an unspoiled night sky filled with thousands of bright, twinkling stars in our New Mexico skies that are still clear and dark enough to explore stars and major constellations. An accomplished educator, Peter uses lore based upon Greek mythology and other world cultures to make the wonders of the night sky more accessible and understood. Using the telescope, participants are introduced to close-up views of objects such as galaxies, nebulae and star clusters. The latest scientific findings about each object are shared to help provide a foundation for deeper understanding.

#### **Thursday, May 12<sup>th</sup>**

8:00am – 9:30am      **Breakfast** and Site Tour at **La Fonda on the Plaza**

9:30am – 2:00pm      **Destination Services Santa Fe Tour with Lunch at the Compound**

**DSSF** is a highly respected Destination Management Company (DMC) in Santa Fe providing detailed destination management and consulting services for special events, corporate functions, and group activities. DSSF has a strong reputation for creativity and hands-on client services. Throughout the city, hotels and suppliers both know that we demand a high level of service. Owner, Marcia Skillman, will tour the city, highlighting off-site venue options for group programs.

**The Compound Restaurant** has a heritage rich in history and regional influences. Before its incarnation as a restaurant, this adobe home was the centerpiece of a group of houses on Canyon Road known as the McComb Compound.



In the earlier part of the 20th century, when Santa Fe was far away from the rest of the world, movie stars, industrialists, and socialites visited, where they enjoy a secluded getaway. Eventually, Will and Barbara Houghton acquired the main house and converted it into a restaurant. It was their decision to bring in designer Alexander Girard, who gave The Compound Restaurant its distinctive look. Girard is best remembered locally for The Compound Restaurant design and his generous donation of more than 106,000 pieces to Santa Fe's International Folk Art Museum.

A recognized leader in Southwestern cuisine, [Chef Mark Kiffin](#) has chosen to create and focus his menu around the true regional ingredients brought to the Southwest United States by the Spaniards. The first Spanish settlers brought many food items that were not indigenous to the region such as cattle and wheat. As Santa Fe was at the end of the 1500-mile Camino Real from Mexico City, its Plaza eventually became the trading center where cattle were traded and a new variety of seeds were sold for harvest. It is from these New World influences, along with the influences of the Mediterranean, that Kiffin has created his dishes as Contemporary American Cuisine.

2:00pm – 5:30pm

**Free Time OR Pinzaguer Tour**

***Santa Fe Walkabouts - Pinzgauer Tour***

New Mexico's Route 66 ~ A Thrilling Ride down La Bajada Hill on a Pinzgauer ...Named after an Austrian breed of horse, and originally developed around 1969 for military use, the Pinzgauer is considered to be "one of the most capable all-terrain vehicles ever made." What makes the Pinzgauers such unique off roading vehicles? They have 14 ½ inches of ground clearance with locking differentials on the front and back axles. The Pinzgauers "can carry up to 3,000 pounds, turn about as tightly as a motorcycle, handle a 45-degree side slope without rolling, and climb any grade that its tires can grip. The high desert views are stunning along this alignment of Route 66, a major thoroughfare for adventurers and families headed west from St. Louis to Santa Monica between 1926 to 1932.

6:00pm – 8:00pm

**Dinner and Site Tour at the Inn and Spa at Loretto**

**Friday, May 13<sup>th</sup>**

**Departures**

TOURISM Santa Fe Contacts				
David Carr	Director of Sales – Arizona & NM	Direct: 505-955-6206	Cell:	505-690-9723
Joellyn Baca	Sales Manager – Eastern U.S.	Direct: 505-955-6218	Cell:	505-310-4632
April Gallegos	Sales Manager – Western U.S.	Direct: 505-995-6231	Cell:	505-577-6055
Kim Harmon	Sales Manager – Central U.S.	Direct: 505-955-6228	Cell:	312-593-6533
Justin Cox	Sales Assistant	Direct: 505-955-6220		

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**Hotel Partners:**

Drury Plaza Hotel / Eldorado Hotel and Spa / Hotel Santa Fe The Hacienda and Spa / Inn and Spa at Loretto / La Fonda on the Plaza / La Posada de Santa Resort and Spa/ Sage Inn

**Vendor Partners:**

Amanda's Flowers / Astronomy Adventures / Chavez Security / Destination Services of Santa Fe / Georgia O'Keeffe Museum / Mito de Soto/ Peter Weiss / Santa Fe Walkabout Tours / Santa Fe School of Cooking/ The Compound Restaurant

Preliminary Agenda



CONNECT WITH US:



## Meet Different

Looking to make your meeting unforgettable? Santa Fe, New Mexico has it all. An incredible culinary scene, world-class art galleries, museums, handcrafted luxury shopping and rejuvenating spas make it the perfect place to inspire your team.

## You meet, we treat!

**Hold your meeting or conference by September 30th, 2016, and you'll receive\* one of the following "Only in Santa Fe" experiences:**

*Stargazing • Cooking Classes • Salsa Competition  
Georgia O'Keeffe Museum Docent Tour • Gallery Tour/Canyon Road*

## **PLAN YOUR MEETING TODAY**

When it's time to meet, the Santa Fe Community Convention Center provides 40,000 square feet of inviting space, including a 17,000 square foot, column-free ballroom. There's also state-of-the-art audio/visual technology with high-speed wireless internet throughout to ensure that every meeting and event will be flawless.

Getting to Santa Fe is easy as well. The Santa Fe Municipal Airport is serviced daily by American and United Airlines. Ten major air carriers have regularly scheduled flights into the Albuquerque International Airport, a one-hour scenic drive from Santa Fe. Shuttle services operate more than 30 trips between Albuquerque and Santa Fe daily.

Successful meetings start in Santa Fe. The City Different.



**LEARN MORE**

**VISIT [SANTAFE.ORG](http://SANTAFE.ORG) »**

**Have questions?** Contact David A. Carr, Director of Sales, to learn about additional perks and concessions provided by the participating hotels.

\*All meetings must be booked at the same time with a mutually signed, fully executed contract by September 30, 2016. All meetings must be consumed by September 30, 2016. Promotion is based upon availability and does not apply to groups already contracted. Minimum group guest room revenue and minimum catered food and beverage may apply and vary by hotel.



*Santa Fe*  
THE CITY DIFFERENT